CHANGE SERVICE REQUESTED

April 11, 2008 Volume 30 Number 15 www.processor.com



Considering Preowned Equipment

A Data Center Doesn't Need The Newest Technology To Run With Efficiency & Productivity

by Elizabeth Millard

OLDER EQUIPMENT doesn't run as well as new, breaks easily, has a limited lifespan, and requires far more time and effort for management—these are just a few of the misconceptions that John Sheldon, of Network Hardware Resale (www .networkhardware.com), hears from potential customers.

"Even some of the manufacturers put out wrong information about preowned equipment," he says. "They're tainting their own products unnecessarily. Used equipment can last forever, and you can get it for up to 75% less than new, just because it's a second-generation product."

Some companies demand no less than the cutting edge in terms of data center equipment—frequently swapping out yesterday's tech for this month's recent development. But for many enterprises, particularly small to midsized enterprises, that kind of high-priced churn doesn't make sense. Instead, a

et it cause

n the quip-

mix of preowned and new equipment can maximize budget dollars without adding to maintenance schedules.

Maintenance Myth

It's a commonly held belief that older products require more care than new ones. After all, a car with 150,000 miles tends to need a bit more than an occasional oil change. But with preowned equip-

ment, that type of thinking is often incorrect, Sheldon believes.

"We have clients who've had our equipment for five years or longer, and we never hear about any problems," he says. "It's not like this equipment has a limited shelf life like other types of products."

If the equipment is from a reputable vendor, such Cisco or IBM, there isn't a sense of "planned obsolescence" that comes with other types of products, such as vacuum cleaners or laptops.

"Certain technology products were built to last, and so they do," Sheldon adds. "And if you encounter one that doesn't, a reputable company will have it backed up with a warranty."

Watch Out

Making sure that the warranties offered by preowned equipment dealers are adequate is Go to Page 10

Moving From Tape To Disk

The Challenges Of Changing Backups

by Robyn Weisman

MANY SMEs STILL treat backup as if they are using a VCR that flashes "12:00 AM." While tape-based backups are reliable and cheap, they, like videocassettes, require the user to rewind or fast-forward to recover, say, a lost spreadsheet.

Research firm IDC predicts that the digital universe in 2011 will equal almost 1,800 exabytes (1.8 trillion gigabytes), 10 times the size it was in 2006. If trying to find that spreadsheet within your tape backups is tedious now, imagine trying to locate it a few years from now amid your petabytes of data.

As a result, more and more SMEs are considering disk-based backup as a long-term solution. "Compared with tape-based storage systems, disk-based storage delivers an order of magnitude benefit in terms

More and more SMEs are considering disk-based backup as a long-term solution.

of restore and recovery times. Restore operations that once took hours or even days now can take minutes," says Philip Fote, storage product marketing manager at EMC (www.emc.com).

But migrating to disk-based backup is expensive. It often requires a new infrastructure. And if you intend only to set up an onsite disk-based backup solution, you may find that you lack the physical space to keep all those drives. Given the complexity and urgency of the situation, where do you even begin?

Know What You Are Backing Up

First off, make sure you understand what you are backing up. "This seems easy, but people rarely do. They get into habits," says David Barley, CTO of digital archiving services provider Casdex (www.casdex.com). "That's the way we've always done it' is the million-dollar mistake."

At a financial firm Barley once consulted, he discovered that IT was duplicating the whole email server every night, even though the most important data was already in the organization's email archiving system. The firm only needed to back up the

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In This ISSUE

COVER FOCUS

The Used/Refurbished Equipment Marketplace

We take a look at why enterprises of all types are considering used and refurbished equipment, and we provide an insider's look at the refurbishing process, along with tips for finding a reliable dealer.

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These concepts have distinct differences when you get down to the details.

Passwords: How Long, How Often To Change? | 26

While some firms may choose to focus on areas that have a direct impact on the bottom line, they would be well advised to know that simpler things such as passwords are an extremely important element in a company's security.

Servers: Don't Forget Apple? | 27

Should SMEs add Apple to their server shopping lists? Info-Tech thinks so; however, there are some caveats to consider before switching.

■ ADC introduced its InterReach Office, a rack-

Product Releases | 17

mountable GSM base station. ■ Aperture released Aperture VISTA Infrastructure Monitoring, a module of Aperture's data center management system.

Breach released ModSecurity v2.5, the latest version in its line of application firewall protection. ■ Citrix Systems and NetApp announced the Citrix XenServer Adapter for NetApp Data ONTAP. ■ Crossroads Systems has announced the availability of SecureVTS encryption software for Virtual Tape Servers. ■ EMC announced professional services for Physical Security Solutions.

Microscan has announced the release of two light-weight imagers aimed at embedded applications. ■ **OPNET** announced the availability of OPNET Panorama 5.0. ■ Websense announced the new New Websense ThreatSeeker Network.

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For address change, fill out form below with new **Subscribe Today/Address Change Form** PLEASE PRINT Phone: (_ __)_____Fax: (______)____ Contact Name: ____ Company Name: Address: ____ State: _____ Postal Code: ____ ____ Web Address: ___ Email: 3. What is your annual computer hardware/ 1. What is the size of your company (how many employees)? software purchasing budget? □ 200 to 499 \$100,000 to \$249,999 ☐ Less than 10 □ \$0 to \$9,999 □ \$10,000 to \$24,999 □ \$250,000 to \$499,999 □ 10 to 99 □ 500 to 999 □ 100 to 199 □ 1,000+ □ \$500,000 to \$999,000 □ \$25,000 to \$49,999 □ \$50,000 to \$99,999 \$1,000,000+ 2. How often do you purchase computer hardware/software?

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SeaHawk LD2000 Combines Distance Read Technology & Ethernet Capabilities

SPRINGING A LEAK can not only cause water damage but can halt production and become very costly to your organization in both time and money. But when you catch leaks right away, oftentimes they can be contained and only cause minimal damage. RLE Technologies' SeaHawk LD2000 will not only help organizations pinpoint leaks, but it's also the only Web-enabled, distance-read leak protection system on the market.

The LD2000 identifies the location of a conductive fluid leak when the fluid comes in contact with SeaHawk Water Leak Detection Cable or SeaHawk zone spot detectors. Designed to be used in conjunction with up to 2,000 feet of SeaHawk detection cable, the LD2000 LED flashes, and the display gives a distance measurement within seconds of the detection so that the site of the leak can quickly be found. To



find the physical location of the leak, users can cross-reference the distance displayed with a cable reference map of their site.

The LD2000 features direct alarm notification through email, or to wireless devices via SMS. Users can view the status and alter system configuration through a Web interface, and the event log will store up to 100 alarms, along with the dates and times of the occurrences. To

prevent false alarms, the LD2000 offers adjustable leak, delay, and contamination alarm thresholds. The LD2000 can be integrated with current Building Management Systems through Modbus and BACnet, and/or Network Management Systems via SNMP.

RLE Technologies SeaHawk LD2000

\$1 450

Pinpoints leaks, sends notification, and has a Web

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APRIL 11, 2008

NETWORKING & VPN

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Quick & Easy Testing

Carry The PatchTest For Simplified Ethernet Patch Cable Testing

It's not uncommon to see several tangled up cords weaved around an employee's desk. These wires can be various shapes and sizes, or they can all look exactly alike. Sorting through webs of cables in order to discover bad or unidentified cables can be a tedious, frustrating job. To help make the job of testing Ethernet patch cables quicker and easier, Smartronix has introduced the Patch Test. This is a battery-powered tool that

tests the continuity and common wiring standards such as Gigabit Ethernet, Fast Ethernet, and fast Ethernet Crossover.

The PatchTest is also fully compatible with the Smartronix line of SuperLoopers, which are a blend of an Ethernet jack and plug. SuperLoopers are used for loopback

testing and to change standard Ethernet cable to a crossover cable. SuperLoopers

and the PatchTest tools are to be used when remote testing longer cables whose ends are not colocated.

The Smartronix PatchTest will signify a Giabit Ethernet Straight Through, 10/100Mb Fast Ethernet Straight Through,

10/100Mb Fast Ethernet Crossover, and a bad or unidentified cable via LED lights. Made from RJ-45 cable connectors and molded ABS plastic housing, the PatchTest comes with a keychain attachment to make it a convenient tool for network technicians and IT personnel to carry around at all times. Its dimensions are 2.5 x 1.5 x 0.75 inches, and it weighs just 1.16 ounces.

Smartronix PatchTest

\$44.9

Simplifies the testing of Ethernet patch cables for continuity and common wiring standards such as Gigabit Ethernet, Fast Ethernet, and fast Ethernet Crossover

(866) 442-7767

www.smartronix.com



MESSAGING & TELEPHONY

APRIL 11, 2008

Cut VoIP's Wires

The SpectraLink 8002 Wi-Fi Phone Goes Wherever You Go

FOR MANY SMALL and medium-sized enterprises, a single missed phone call can mean a lost opportunity. But the fear of missing an important call shouldn't tether you to your desk. With Polycom's rugged and power-efficient SpectraLink 8002 Wireless Telephone, you'll always be just a phone call away no matter where you roam in the office.

The SpectraLink 8002 is a standards-based VoIP endpoint that delivers Voice

over Wireless LAN, or VoWLAN, over most existing SME Wi-Fi access points. The device supports the open SIP VoIP protocol and WMM QoS standards compatibili-

ty and is certified to work with the Digium Asterisk Business Edition IP PBX. The entry-level SpectraLink 8002 also integrates with Polycom's full suite of desktop and conferencing systems. The device offers enterprise-grade over-the-air security

and privacy, including 40- and 128-bit WEP and WPA/WPA2 with Pre-Shared Key.

The SpectraLink 8002
weighs just 4.2 ounces and
features a built-in 802.11b
Wi-Fi radio, backlit keypad,
text messaging support via Open
Application Interface, four programmable soft keys, and audible

and vibrating ringers. The phone supports three hours of continuous talk time and 50 hours of standby time on a single charge. The SpectraLink 8002 has a rugged ABS plastic housing, which lets it withstand jostling, dropping, and the inherent rigors of mobile use.

Polycom also offers a range of carrying accessories, charging options, and headsets. The SpectraLink 8002 Wireless Telephone ships with a battery pack, power supply, and desktop charger and will be available in the second quarter.

Polycom SpectraLink 8002 Wireless Telephone

Starts at \$349

Entry-level Wi-Fi handset for SMEs

(800) 765-9266

www.polycom.com



NETWORKING & VPN

STORAGE **APRIL 11, 2008**

Partition Management

Whip Storage Into Shape With Paragon's Partition Manager 9.0

PARAGON Software Group's Partition Manager Server Edition handles hard drive management and offers advanced maintenance, resize, copy, merge, recovery of partitions, and rescue operations while preventing data loss and reducing downtime.

The new Initial Backup Facility and Initial Backup Reminder features generate a backup of all critical drive data just prior to performing the critical operation. If something goes wrong during

the operation, the Initial Backup Facility lets users immediately undo the operation.

Partition Manager 9.0 Server Edition employs easy-to-use wizards, and the software includes the Advanced Recovery Solution, which includes Linux/DOSbased and Windows PE-based recovery CDs that help users quickly resolve most boot and partition restoration problems.

Features include the Paragon Hot Processing Engine, which lets users perform operations with locked partitions and hard drives without rebooting; Simple Backup Wizard, which lets users back up to a local or network disk before applying critical operations; and Rescue And Recovery, which lets users create a bootable backup CD/DVD to restore system data in case the OS won't boot.

SECURITY



The main window gives you a view of your hard disks and partitions.

The Enterprise Server Edition includes all of the above as well as access to rapid response support, sophisticated backup/ restore functionality, and technical resources.

Paragon Software Partition Manager 9.0 Server Edition & Enterprise Server Edition

Server Edition starts at \$299 Enterprise Server Edition starts at \$999

Advanced partition management suite features enhanced security with backup and recovery utilities

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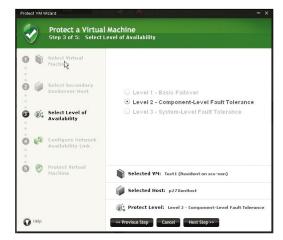
Software With Skills

Marathon's everRun VM Adds Reliability To Virtual Servers

IN MOST VIRTUAL ENVIRONMENTS. servers that run business-critical applications are not consolidated with the virtual Web, file, and print servers because the business-critical servers require more than failover protection. Marathon's ever-Run VM software prevents outages and data loss in Citrix XenServer virtual infrastructures, so highvalue production applications can reliably run on virtual machines. Therefore, you can use everRun VM to ex pand virtualization benefits to a much broader range of applications than you could before, which can also help enable faster adoption of server virtualization.

everRun VM creates redundant virtual machines and offers synchronized mirroring of your whole system to maintain high availability and server performance on virtual machines. The everRun VM software can also monitor and control all the interactions between the hypervisor and the virtual machine. In particular, everRun VM features tight integration with Citrix XenServer to automate virtual machine availability, let administrators select different availability protections for each virtual machine, and support Windows applications without need for modifications.

everRun VM's automated fault and policy management makes high availability and data redundancy practical for



APRIL 11, 2008

With Marathon's everRun VM, you can automate virtual machine availability.

midsized enterprises and helps remove burdens from IT professionals. The dial-in availability feature also eases the burden on IT administrators because they can match the right availability level for each application running in a virtual machine to create optimal accessibility.

Marathon Technologies everRun VM

Starts at \$2,000 per server

Fault-tolerant, high-availability software for server virtualization

(800) 884-6425

www.marathontechnologies.com

APRIL 11, 2008

MARATHON

The Astaro Web Gateway Controls, Protects Web-Transferred Data

All-In-One Internet Security

MANAGING SEVERAL APPLIANCES for URL filtering, malware detection, application controls, and bandwidth optimization needs is a hassle. The Astaro Web Gateway is available as a set of hardware appliances or a virtualized appliance to provide all those protections from one device. You can handle all the security controls through a single, Web-based user interface.

As a group of hardware appliances, the Web Gateway consists of four appliances that are based on Intel-compatible server systems and have integrated hard drives to locally cache scanned Web pages and store log data. The hardware appliances are capable of effectively protecting networks with up to 2,000 users. As a virtualized appliance, the Gateway can run on multiple computers running the software in parallel using VMware virtualization infrastructure—ideal for managed security services. The software can be downloaded from the Astaro server

and installed onto systems with a VMware player, VMware workstation, VMware server, or VMware ESX server.

The Web Gateway lets you control employee Web access for specific content categories to enforce compliance and reduce legal risks. The malware detection tool filters both Web and FTP traffic to prevent viruses, spyware, and other active malware from entering your network. It can block "phone home" communication and Skype sessions from spyware-infected PCs. The appliance can control access and use of IM and P2P apps. You can also allow or block specific IP addresses. The bandwidth management utility lets you prioritize business applications and define granular bandwidth limitations on specific applications.



Pricing starts at \$995

All-in-one security appliance that lets you control and protect data transferred over the Web

(877) 427-8276

www.astaro.com



STORAGE FEBRUARY 22, 2008

Cost-Effective Disk Arrays

HP StorageWorks MSA2000 Family Boosts Administrative Capabilities

VIRTUALIZED SERVER environments need increasingly centralized storage to maintain network efficiency and reduce costs. HP is offering a new option featuring low-cost data security: the StorageWorks MSA2000 (Modular Smart Array). This collection of enterprise-class disk arrays is economical yet optimal for expanding disk functionality.

Entry-level SANs are moving toward enhanced availability, so storage capabilities must expand. The MSA2000 arrays are powerful, with



four times the bandwidth of previous MSA generations. The StorageWorks family offers the MSA2000i (1Gb iSCSI) and the MSA2000fc (4Gb Fibre Channel); both can run on single or dual controller models. Each array is capable of scaling up to 36TB of storage.

Although the MSA2000 is constructed for use within SMEs, companies can use the storage system for secondary locations and remote backup. Users can deploy the MSA2000 on multiple applications along with SAS or SATA drives.

With the MSA2000, application processes occur faster to guarantee system accessibility. Business communication downtime is reduced thanks to updated redundancy tools. The MSA-2000 provides Snapshot and Clone software to protect enterprise data and prevent business downtime through rapid recovery services.

The MSA2000 complements HP BladeSystem customers' existing environment. Users can execute compound blade configurations vs. a single blade at a time. IT can supplement file services for the MSA2000 with ProLiant Storage Servers or StorageWorks EFS Clustered Gateway.

HP StorageWorks MSA2000

Starts at \$4,999

Affordable, flexible Fibre Channel and iSCSI disk arrays can scale up to 36TB of capacity

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MarketPlace -



NEWS



Dell Cuts Jobs, Closes Plant

In an effort to reduce costs and stay competitive, Dell plans to lay off 8,800 employees worldwide and also shut down its Austin, Texas,-based desktop manufacturing center. The facility will close Jan. 1, 2009, and will mean layoffs for 800 to 900 workers. Dell says it will trim production costs in a number of sectors, including manufacturing, design, materials, and operating expenses, and plans to zero in on five main markets: notebooks, enterprise, SMEs, emerging countries, and global consumer. The company believes these changes will result in savings of \$3 billion during the next three fiscal years.

Global PC Shipment Forecast To Grow

ACCORDING TO Gartner, this year's worldwide PC shipments will increase 10.9% over last year to total 293 million units. Gartner points to certain fundamentals that may or may not be strong enough to maintain double-digit growth in the future. Factors that bode well for shipments include growth in the emerging market, continued demand for mobile PCs, and replacement cycles. Gartner says one fundamental that may hurt growth is concerns over weakening economies, especially in the United States and in China after the Olympics. Another factor is that many firms plan a Vista upgrade next year, which could mean they hold off on getting a new computer until after the migration.

■ HP To Purchase Tower Software

ALTHOUGH IT HASN'T disclosed the financial details of the acquisition, HP has announced plans to buy Tower Software, a document and records management firm based in Canberra, Australia. With the purchase, HP will expand its compliance and ediscovery capabilities by integrating Tower Software's primary product, TRIM Context, with HP's Integrated Archive Platform into its information management software business. TRIM Context specializes in managing business-critical information according to company policies and supports retention schedules for most types of content. The deal is slated to close in the second quarter.

EPA Suspends IBM From Federal Business

THE U.S. ENVIRONMENTAL Protection Agency has temporarily suspended IBM from pursuing new business with U.S. federal government agencies because of an investigation into a bid for business that IBM made in 2006. In addition, the U.S. Attorney's Office for the Eastern District of Virginia has served grand jury subpoenas to IBM and certain employees for documents and testimony. The grand jury probe is mainly focused on "interactions between employees" of IBM and the EPA. IBM says it is cooperating with the investigations, but it does plan to challenge the suspension, which could be in effect for up to a year.

VMware Announces Expansion Plans

VIRTUALIZATION SOFTWARE vendor VMware says over the next two years it will invest more than \$100 million in India. Part of the investment will include expanding its R&D facilities by building an 82,000square-foot development center in Bangalore, which will join R&D plants already in Bangalore and Pune. The new lab will make room for more workers, as VMware plans to double its research and development employees in India to total more than 1,000. The company has been dramatically increasing its spending in R&D lately; last year it spent \$285.9 million, up 93% from the year before.

■ Google Offers Plan For Wireless Band

GOOGLE URGED the Federal Communications Commission to unlock unused television airwaves, or white space, for other uses, including providing high-speed mobile Web access. As part of the plan, Google intends to offer new Internet services for mobile devices. The suggestions come as broadcasters are converting to digital signals next year; Google says the use of spectrum-sensing technology would still protect airwaves the government or public safety groups use. Google, Microsoft, Philips, and several other companies joined forces as the White Spaces Coalition, which is petitioning the FCC to unlock airwaves.

After Splitting, Motorola Lays Off Engineers

MOTOROLA RECENTLY confirmed that several engineers in its facility in Plantation, Fla., have been laid off. The layoffs follow the company's announcement that it will be separating its Mobile Devices and Broadband & Mobility Solutions divisions into two distinct businesses. The company has not released the exact number of employees affected by the layoffs; however, some sources have placed the number at 350. According to Motorola, it made the layoffs in an effort to position the company for sustained future growth.

This information provides a quick glimpse of current and historical stock prices and trends for 15 major companies in the technology market.

Company	Symbol	Year Ago	March 26 \$	April 2 \$	% change from previous week
BEA Systems	BEAS	\$11.79	\$19.05	\$19.19	▲ 0.73%
Computer Associates	CA	\$25.85	\$23.18	\$23.19	▲ 0.04%
Cisco Systems	CSCO	\$25.40	\$24.78	\$24.96	▲ 0.73%
Dell	DELL	\$23.02	\$20.16	\$19.95	▼ 1.04%
Electronic Data Systems	EDS	\$27.76	\$16.85	\$17.65	▲ 4.75%
Google	GOOG	\$458.53	\$458.19	\$465.70	▲ 1.64%
HP	HPQ	\$40.31	\$47.34	\$47.23	▼ 0.23%
IBM	IBM	\$95.21	\$116.91	\$114.81	▼ 1.8%
Intel	INTC	\$19.13	\$21.86	\$21.85	▼ 0.05%
McAfee	MFE	\$28.98	\$34.34	\$34.96	▲ 1.81%
Microsoft	MSFT	\$27.74	\$28.56	\$29.16	▲ 2.1%
Oracle	ORCL	\$18.14	\$20.94	\$20.49	▼ 2.15%
Red Hat Software	RHT	\$22.31	\$18.05	\$20.22	▲ 12.02%
Sun Microsystems	JAVA	\$5.80	\$16.47	\$15.96	▼ 3.1%
Symantec	SYMC	\$17.04	\$17.04	\$17.51	▲ 2.76%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions

■ Trash-Disposal Company Sues SAP

WASTE MANAGEMENT, a trash-disposal company, has filed a lawsuit against SAP AG, claiming that SAP executives were part of a fraudulent sales scheme to trick Waste Management into buying its ERP software. In 2005, SAP sold its Waste and Recycling product to Waste Management, who claims SAP said it was an "out-of-the-box" solution that would meet the company's needs without having to customize it. However, Waste Management claims that the software was a mockup and that it was not compatible with its needs. Waste Management is seeking more than \$100 million in project expenses and "savings and benefits" SAP said its software would supply.

■ EPA Plans Energy Star Rating **For Data Centers**

In an effort to collect data for a new Energy Star rating for data centers, the U.S. Environmental Protection Agency is asking organizations to collect and share a year's worth of information on their data centers' energy use and operating characteristics. The EPA is looking to gather information on both standalone facilities and those located in offices or other buildings. The initiative is part of the EPA's effort to reduce the strain that data centers put on the U.S. energy grid and the environment and is part of the National Data Center Energy Efficiency Information Program.

Wi-Fi Phone Sales Increase

ACCORDING TO Infonetics Research, Wi-Fi phone sales increased more than 60% last year as a result of vendors' growing efforts to support wireless IP telephony. Last year, vendors sold 682,000 Wi-Fi phones worldwide, compared to 358,000 phones sold in 2006. Among the changes in the industry are new features added to network hardware by vendors such as Cisco Systems and Aruba Wireless Networks. Changes have made wireless IP telephony much easier to implement. Cisco and Polycom lead the current Wi-Fi phone market, each with 33% market share during Q4 last year.

Spying Using RFID Gets Felony Status In Washington State

WASHINGTON STATE passed a law making it a Class C felony to spy on someone using RFID technology. The bill was passed by the state senate unanimously and signed by Washington Gov. Chris Gregoire a week later. The law makes it illegal to intentionally scan identification without a person's knowledge and consent for the purpose of preventing fraud, identity theft, or other illegal purpose. RFID and facial recognition technology are both specifically cited in the legislation. Anyone found guilty of the crime could face a maximum of 10 years in prison, and if the information gathered is used in a separate crime, the violator could face 10 years being added to whatever sentence is handed down for the second crime.

Programmer, Accomplice Sentenced In Bank Breach

A FORMER programmer has been charged with committing fraud after he stole a hard drive containing 1 million customer records from a Birmingham, Ala., bank he worked at. James Kevin Real was sentenced to 42 months in prison and fined \$32,000. Real allegedly worked with an accomplice to commit debit-card fraud and withdraw money from more than 200 accounts. According to the charges, Real worked with Laray Byrd to make counterfeit debit cards; they then would use the cards to withdraw about \$500 at a time and often wore disguises when making withdrawals. Byrd was sentenced to one month in prison.

Upcoming IT Events

- APRIL -

ITEC Miami April 16-17 Miami, Fla.

www.goitec.com Houston SecureWorld Expo

April 23-24 Houston, Texas www.secureworldexpo.com

Interop Las Vegas April 27-May 2 Las Vegas, Nev. www.interop.com

. . . . Atlanta SecureWorld Expo

April 29-30 Atlanta, Ga. www.secureworldexpo.com

- MAY -

ITEC Houston May 7-8 Houston, Texas www.goitec.com

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Philadelphia SecureWorld Expo May 7-8 Philadelphia, Pa. www.secureworldexpo.com

Gartner Outsourcing &

Vendor Management Summit May 19-21 Washington, D.C. www.gartner.com/it /page.jsp?id=597509

. Chicago SecureWorld Expo

May 21-22 Chicago, III. www.secureworldexpo.com

ITEC Detroit

May 21-22 Detroit, Mich. www.goitec.com

. ITEC St. Louis

May 27-28 St. Louis, Mo. www.goitec.com

- JUNE -

Gartner IT Security Summit June 2-4

Washington, D.C. www.gartner.com/it /page.jsp?id=594029

. ITEC Dallas

June 4-5 Dallas, Texas www.goitec.com

. ITEC Seattle

June 10-11 Seattle, Wash, www.goitec.com

Microsoft TechFd 2008

June 10-13 Orlando, Fla. www.microsoft.com /events/teched2008

HP Technology Forum & Expo

June 16-19 Las Vegas, Nev. www.hptechnologyforum.com

NXTcomm

June 16-19 Las Vegas, Nev. www.telecom-next.com

. ITEC Indianapolis

June 18-19 Indianapolis, Ind. www.goitec.com

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PRODUCTS AT WORK

Virtual Data Centers Require Advanced Management Tools

Akorri's BalancePoint Ensures Optimization Of Infrastructure Resources

 $by \ Sue \ Hildreth$

KEEPING SERVERS AND STORAGE UNITS at peak performance is a challenging task for any data center manager. But it can become especially daunting when an organization virtualizes its servers and storage systems, separating the physical infrastructure from the functional logic. In a virtual data center, it is even more critical to have the right monitoring tool.

When Boston-based Ropes & Gray (www.ropesgray.com), one of the leading law firms in the United States, began consolidating its applications onto virtual servers two and a half years ago, the company's IT staff realized it needed a more advanced monitoring and management tool. Specifically, it needed a product that could keep track of performance and analyze problems across a virtual IT environment, as well as the physical one.

Complexities Of Using Virtualization

"Virtualization adds a couple of layers, and without these tools, it's difficult to keep an eye on things to make sure they are working the way that they should," says Craig Dodson, senior infrastructure architect at Ropes & Gray, noting that his company now has converted more than 90% of its systems into virtual environments using VMware's ESX virtual server technology.

Managing virtualization technologies adds a complication to the use of traditional management software because most of those tools were designed to manage physical resources. Because virtualization breaks the relationships between physical server, network, and storage components, it can be difficult to diagnose and address operational problems using traditional software tools. Many companies are looking for better ways to manage performance and resource utilization as their virtual environments scale up.

Ropes & Gray's virtual servers reside on 15 physical servers that are scattered across five different data centers supporting 2,200 users in offices in Boston; New York City; Washington, D.C.; San Francisco; Palo Alto, Calif.; and Tokyo. The 15 physical servers play host to approximately 300 virtual

servers. To handle the demands of remote monitoring of a virtual environment, Ropes & Gray decided to implement Akorri's BalancePoint (www.akorri.com), an appliance equipped with monitoring and management software for both physical and virtual servers and storage systems. BalancePoint provides analysis and troubleshooting of virtual servers running on VMware's ESX virtual server technology.

BalancePoint's Various Features

BalancePoint includes capabilities such as agentless discovery and data collection of remote systems, and it provides alerting and management tools to remediate and optimize performance issues.

The product's analysis capabilities include Provisioning Analysis, to calculate the best storage option for a new volume or data migration; Dynamic Thresholds, which automatically adjust for application cycles and seasonal schedules; and Cross-Domain



Analysis, which enables analysis of performance problems across disparate platforms and systems on the network.

In addition, BalancePoint's graphical ViewPoint feature displays a topological picture of the entire IT infrastructure, both physical and virtual, and highlights any changes or bottlenecks that occur in it. That makes it easier and faster for IT administrators to spot a problem.

To The Rescue

In fact, BalancePoint helped Ropes & Gray pinpoint one particularly annoying performance problem that occurred in a time-tracking application. The problem was sluggish response time. "We'd been digging through all of the different layers, the application layer, the database layer, trying to figure out where the bottleneck was," says Dodson.

It was at just that time that Ropes & Gray decided to buy BalancePoint, and the product was able to quickly trace the problem to the storage hardware.

"BalancePoint's mapping functionality and bottleneck detection immediately highlighted the problem. It showed us that we had too much I/O [activity] on the physical disks," says Dodson. "The time-tracking application is very write-intensive, and it needed faster access to the disks. Once we migrated the database to a faster set of disks, the problem went away."

Ropes & Gray also uses Profiler from Tek-Tools Software to monitor server storage performance and backups. Profiler is a Web-based enterprise storage reporting and management application designed for heterogeneous networks. Profiler can collect data from disk arrays, Fibre Channel switches, file systems, DNS servers, and applications. It provides reporting, analysis, and alerts when thresholds are exceeded. Dodson plans to continue to use both Profiler and Balance-Point as complementary tools.

Besides its virtual server management capabilities, BalancePoint includes other monitoring and analysis features, including Cross-Domain Analysis, in which the software collects data from the servers and correlates application performance across these domains, and Application Fingerprinting, which profiles applications and their use of infrastructure resources over time. The Performance Dynamics Modeling function allows IT managers to model their environments in order to predict performance problems that may arise and to plan ahead for future upgrades.

The Latest Upgrade

The newest version of BalancePoint, 2.0, also has three new features:

GuidePoint Performance Index. This feature makes sure server and storage infrastructure matches the application's workload. It provides IT staff with a mathematical key performance indicator, enabling them to make sound decisions to initiate IT optimization projects or purchase new IT technology. For example, a performance index of 100 means all IT systems are perfectly utilized, while one greater than 100 means they are over-utilized and performance is slow.

Scorecard Reporting. This provides key performance and utilization information for

ESX and virtual machines, physical servers, application service, and storage usage.

Storage virtualization support. The new version of BalancePoint includes support for IBM System Storage SAN Volume Controller, a storage virtualization platform, and Hitachi Data Systems Universal Volume Manager virtual storage server technology.

Version 2.0 is offered as a hosted service—a "virtual server" product. Ropes & Gray currently uses the original, physical BalancePoint appliance and plans to upgrade to BalancePoint 2.0, which is a hosted service. Dodson welcomes the move, in part because his firm is in the process of moving all its servers from the existing data centers to a single colocation facility he will manage remotely from Boston.

"For big customers such as us, with a VMware server farm, we won't have to have another white box sitting in a rack that we have to worry about managing. I will gradually transition from the hardware appliance to the virtual appliance," says Dodson. "I'll implement the new version in the midst of the consolidation, so we'll have it monitoring the data center from the moment it's turned on."

Akorri BalancePoint

BalancePoint is a monitoring and management application for virtual, as well as physical, server and storage systems. It is designed to provide monitoring, analysis, and troubleshooting for data centers with multiple types of systems and many inter-dependencies. The cross-domain analysis capabilities enable data center managers to pinpoint problems anywhere in the IT infrastructure.

"BalancePoint's mapping functionality and bottleneck detection immediately highlighted the problem [causing sluggish response time]. It showed us that we had too much I/O [activity] on the physical disks," says Craig Dodson, senior infrastructure architect at Ropes & Gray (www.ropesgray.com).

(978) 431-1200 www.akorri.com

STORAGE FEBRUARY 22, 2008

Solidify Your Storage

BiTMICRO's 1.6TB SSD Has Ultra320 SCSI Interface

LACKING A HARD DRIVE'S mechanical latency, an SSD (solid-state disk) is much faster to respond to data requests in the multi-user, multitasking data center environment. SSDs are more shock- and vibration-resistant than hard drives and feature better temperature tolerances, lower power consumption, and silent and vibration-free operation. As prices fall and capacities increase, data centers will come to rely more and more on SSDs and other solid-state storage options.

Last fall, BiT-MICRO Networks announced a 4Gbps Fibre Channel SSD in a 3.5-inch hard drive form factor with an astounding top capacity of 1.6TB. Now, the company has unveiled a variant with an Ultra320 SCSI interface. The enterprise-class drive is intended for business, military, and industrial applications.

The E-Disk Altima E3S320 family will come in capacities from 16GB to 1.6TB.

The 16GB to 640GB models will have a 1-inch height, making them no larger than a typical 3.5-inchwide hard drive. The larger versions will be 1.744 inches tall.

Inside, the E-Disk Altima uses SLC (single-level cell) NAND flash memory. It can sustain data transfers at up to 230MBps, the company says. Of course, being an SSD, the drive's throughput figure of up to 30,000IOps (inputs/outputs per second) is what really blows any hard drive out of the water.

BiTMICRO uses proprietary wear-leveling algorithms to extend the E-Disk Altima's life, as well as custom error correction code to preserve its data integrity. The drive employs the company's proprietary EDSA (Enhanced Datamover and Storage Accelerator) and LUNETA (Logical Unifier of Extensive Transfer Arrays) controllers.

The company should begin sampling the E-Disk Altima E3S320 in Q2 of this year. Volume shipments should follow in the Q3.

BiTMICRO E-Disk Altima E3S320

About \$40 per gigabyte

High-capacity, rugged, low-power server storage in a standard hard drive form factor

(510) 623-2341



www.bitmicro.com

SECURITY FEBRUARY 29, 2008

All-In-One Security

Check Point Endpoint Security Covers Firewall, NAC & More



Administrators can monitor multiple security agents with the Check Point Endpoint Security Dashboard.

MANAGING MULTIPLE AGENTS to protect data is time-consuming and expensive. Check Point is working to alleviate those problems with its Endpoint Security, which combines firewall, NAC, program control, antivirus, antispyware, data security, and remote access.

Endpoint Security incorporates many independently recognized technologies, including an industry-leading firewall; anti-malware based on ZoneAlarm; data security based on Pointsec technology; and market-leading remote access VPN.

Check Point provides a single software agent, single-management console, and single installation that can be managed by one administrator. With Endpoint Security's SmartDefense Program Advisor service, administrators can control which programs can run on PCs. To automate policy decisions and terminate malicious programs, administrators can reference a dynamic database of hundreds of thousands of known good and bad programs.

Check Point's firewall and NAC restrict inbound and outbound traffic to ensure systems are secure before granting access. Antivirus and antispyware components use a combination of signatures, behavior blockers, and

heuristic analysis. To protect data, the program uses full-disk encryption, access control, port management, and removable media encryption.

Check Point Endpoint Security

Check Point Endpoint Security Secure Access Edition costs as low as \$30 per endpoint for 5,000 or more endpoints

Gives administrators a central management console to access many security agents, including a firewall, program control, antivirus, data security, and more

(800) 429-4391

www.checkpoint.com



Police Your Network

Mimosa Systems' NearPoint Add-on Options For Microsoft Exchange Server

ALTHOUGH E-DISCOVERY products let your SME comply with regulations, not all e-discovery software monitors email in real time or lets you sort through potentially relevant ESI (electronically stored information) data based on file attributes. With Mimosa Systems' Near-Point Custodian Collector Option and Content Monitoring Option, you can add powerful tools to your NearPoint for Microsoft Exchange Server.

MESSAGING & TELEPHONY

The NearPoint Custodian Collector Option lets you search for, preserve, and assess ESI files from file shares, laptops, and desktops. Then the software can place a forensically

Mimosa Systems NearPoint Custodian Collector Option & Content Monitoring Option

\$6 per mailbox for Custodian Collector Option; \$16 per mailbox for Content Monitoring Option

Powerful add-on options automate file management and alert you to policy violations

(408) 970-9070

SECURITY

www.mimosasystems.com



| Total Name | Total |

FEBRUARY 29, 2008

You can expand the functionality of your NearPoint for Microsoft Exchange Server to include real-time email content monitoring and expedite the search and retrieval of ESI data.

defensible copy of the pertinent documents and files into NearPoint's archive. And the software can scan files based on a variety of file attributes, including document owner, modification date, and file type. The Custodian Collector Option can help your SME decrease time needed to identify relevant content for litigation.

The NearPoint Content Monitoring Option lets staff use the NearPoint server to monitor email in real time for policy violations and alert management to risky behavior. The Content Monitoring Option has a policy creation wizard for configuring policies and a customizable keyword list for lexicon creation. It sends email alerts to auditors, so managers don't need to check content logs.

Messaging & Telephony

FEBRUARY 29, 2008

Exchange Management

NetPro Creates Comprehensive Suite For Exchange



With NetPro's NetMigrate, migration is a transparent, detailed, and streamlined process.

MICROSOFT EXCHANGE SERVER 2007 is a powerful tool for managing servers, offering a wide variety of possibilities within the business-critical Exchange environment. To meet the need for comprehensive software and services to take advantage of all the possibilities, NetPro Computing has a battery of new products. NetPro has released the first two of a suite of products: NetControl for Exchange and NetMigrate for Exchange.

NetControl is designed to simplify the management of email, producing email usage and storage reports so administrators can justify adding personnel and hardware upgrades. The reports also facilitate capacity and migration planning. NetControl helps administrators control data, eliminate duplicate messages, and archive folders and mailboxes

to increase Exchange performance. Restoring email content is also faster with NetControl: The program is designed to eliminate the need to dig through backups for a single email message.

Migration is generally a difficult and sensitive process. NetMigrate for Exchange is designed so that even the smallest email de-

tails, such as calendars and appointments, are accounted for. Migration is transparent, so there is no need for agents, schema extensions, or SQL databases, and production never has to cease. Administrators can also take advantage of NetPro Migration Services for expert assistance in deploying the software.

NetPro NetControl & NetMigrate for Exchange

NetControl: \$6 per seat; NetMigrate: \$18 per seat Maintenance for each product is an additional 20% of its purchase price

NetControl helps administrators manage email, while NetMigrate makes data migration a detailed yet efficient process

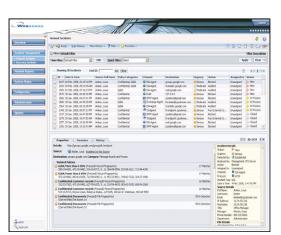
(800) 998-5090

www.netpro.com



Help Prevent Data Loss

Websense Data Discover Software Manages Information Flow



Websense Data Discover monitors and tracks information movement through network reporting and incident management.

MONITORING THE MOVEMENT of sensitive data is paramount to maintaining confidence in the security of business information. Organizations should take steps toward securing a data loss prevention program. Websense provides such a tool for developing a safeguard system in its Websense Data Discover software.

As a standalone program, Websense Data Discover supports search options for high volumes of confidential information, identifying and classifying corporate files to ensure the protection of data in motion and data at rest. Information stored on file servers, desktops, notebooks, and portable drives requires detailed categorization and location recognition. Data Discover uses language processing and Websense's

advanced fingerprinting technology, PreciseID, to identify these specific forms of data, finding both unstructured and structured data.

FEBRUARY 29, 2008

With Data Discover, confidential information can be easily found within an organization without sacrificing the capabilities of business processes, letting IT enable safeguard policies and re-duce the risk of data loss.

The features found in Data Discover are also in Websense Data Security Suite 6.5 as part of the suite's network

awareness procedures. With Data Security Suite, users can configure and map the movement of data with a collection of more than 450 templates. To reinforce data loss prevention, the Data Security package audits the transfer of information to assess workflow risks.

Websense Data Discover

Starts at \$8,750 based on the number of users; one- to three-year subscriptions available

Comprehensive data protection tool suited for managing information in growing organizations

(800) 723-1166

www.websense.com



STORAGE MARCH 7, 2008

Virtual Machines Need Real Protection

NetApp's SnapManager For Virtual Infrastructure Gets It Done

THE DATA ON YOUR virtual machines is just as important as the data on your physical servers. But because a virtual infrastructure can change and evolve based on workload balancing or failover requirements, traditional backup and disaster recovery options can be too costly to maintain. These options also often fail to provide adequate safeguards. To address the problem and secure your VMware ESX environment and virtual machines, Network Appliance launched the Snap-Manager for Virtual Infrastructure.

As the latest addition to the NetApp Manageability Software Family, Snap-Manager for Virtual Infrastructure incorporates several NetApp technologies into one product that can assist in the creation of automated backups, restoration, replication, and disaster recovery. Components include Snapshot, SnapRestore, and Snap-Mirror.

Snapshot technology lets users create a point-in-time duplicate of a file system to enable everything from single file recovery to complete disaster recovery. The SnapRestore technology restores files or multiterabyte volumes quickly and efficiently. NetApp's SnapMirror software lets users replicate data across all NetApp storage devices and enable disaster recovery on an efficient and manageable scale.

NETWORKING & VPN

Storage administrators can virtually eliminate user error by opting to engage SnapManager's automated capabilities. If storage administrators prefer to take matters into their own hands, they can engage tasks manually. For more granular control, users can also incorporate the offering into their existing virtual infrastructure environment policies and create hot backups and rapid restores.

Thanks to the integrated Data ONTAP data protection and the ESX Hot-Backup mode capabilities, users can eliminate time-sensitive backup windows and deliver virtual machine consistent backups. SnapManager saves costs by letting administrators reassign resources once dedicated to and over-burdened by virtual machine backups to other applications as they see fit. SnapManager for Virtual Infrastructure also features an intuitive user interface to make configuration and set up easy for users at any skill level.

NetApp SnapManager for Virtual Infrastructure

A backup and disaster recovery platform for virtual machines

(800) 206-5363

www.netapp.com



March 7, 2008

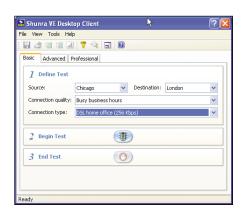
Desktop Network Emulation

Shunra's VE Desktop Standard 4.0 Provides Application Performance Testing

FOR EVERY CODE or app, testing in a lab and testing in a real-world environment are very different processes. The Shunra VE Desktop Standard 4.0 gives users the ability to simulate a variety of scenarios to make their testing more rigorous, saving time and money in the development of applications.

Desktop Standard 4.0 uses a LAN and automatically creates a virtual WAN. When you run tests, this causes apps to act like they're in use by end users on a network. The virtual network possesses prespecified conditions, which you can customize. Network parameters that can be set include packet loss, bandwidth issues, and latency. For convenience and efficiency, you can also predefine test cases before you run them.

Setting real-world-type conditions gives you the ability to see and feel how your applications operate at various



You can use predefined scenarios to test your applications in a virtual network setting with Shunra VE Desktop Standard 4.0.

stages of the developmental process. You can run tests at every phase of an application's development, which allows you to troubleshoot problems early and continuously. All of the feedback is delivered to the user's desktop.

Shunra VE Desktop Standard 4.0

\$499 per client copy (annual license includes tech support)

An easy-to-use network emulation tool that provides real-world scenarios for application development testing

(877) 474-8672

www.shunra.com



Better Virtualized Performance

Akorri BalancePoint 2.0 Monitors & Analyzes Resource Usage

TO MAKE THE MOST of a company's resources, it is necessary to monitor and manage the resources that make up a virtualized data center. Akorri's Balance-Point software can help do just that with a full set of tools that monitor and analyze the performance and

usage of resources.

NETWORKING & VPN

Akorri's Version 2.0 of BalancePoint, a preconfigured virtual appliance, comes complete with an operating system. New features include GuidePoint PI (Performance Index), Scorecard Reporting, and storage virtualization support.

The GuidePoint PI offers a number of quantitative performance criteria that assists IT in improving data center performance by providing information about the type of storage hardware that is necessary to support application workloads.

Not only can this tool help IT staff improve data center performance, but the GuidePoint PI can also assist in making decisions about future purchases. For example, a PI of 100 indicates that servers, storage, and other components of the company's infrastructure are well

suited to the demands of its applications. If the PI is higher than 100, it indicates that the company's resources are taxed. Performance may suffer, so it may be necessary to purchase additional resources for the data center. If the PI is lower than 100,

the company might make better use of its extensive resources by consolidating servers or implementing tiered storage.

March 7, 2008

Another new feature is the Scorecard Reporting tool, which provides performance and usage information for app services, ESX, physical servers, storage components, and virtual ma-

chines. BalancePoint also supports IBM SVC and HDS UVM, which lets the software operate across domains and support virtualized servers and virtualized storage.

Akorri BalancePoint 2.0

Starts at \$12,500

akorri

BalancePoint"

A virtual appliance that includes a full set of tools for analyzing the performance, usage, and needs of the data center

(978) 431-1200

www.akorri.com



Messaging & Telephony

March 7, 2008

Archive & Encrypt Email

Let Intermedia's Secure Mail Do All The Heavy Lifting

EMAIL IS YOUR company's most vital communications resource, yet most SMEs get by without adequate protections in place to safeguard the sensitive and business-critical data that emails contain. Federal and international law dictates how organizations in regulated industries should handle email. But even unregulated indus-

tries can face legal consequences if proper precautions are not taken. To solve this problem, Intermedia introduced its Secure Mail SaaS (software as a service) offering for Microsoft Exchange, designed to handle email compliance and encryption needs throughout the data life cycle.

Secure Mail helps organizations comply with mandates passed by the U.S. Securities and Exchange Commission, as well as Sarbox, HIPAA, and recent updates to the

Intermedia Secure Mail

\$7.95 per mailbox per month plus a one-time setup fee of \$7.95 per mailbox

A hosted email encryption and archiving SaaS platform (800) 379-7729

www.intermedia.net





Intermedia Secure Mail's security question ensures only the intended recipient gets your message.

FRCP (Federal Rules of Civil Procedure). Secure Mail's encryption scheme also prevents data loss that can lead to lawsuits.

As a SaaS, Secure Mail lets users sidestep deployment, integration, and management concerns and costs that plague traditional PKI (Public Key Infrastructure) encryption platforms.

When users send emails via Secure Mail, they lock the messages with a password question and then Secure Mail encrypts and sends the message. At that point, Secure Mail subscribers can view the email in Outlook where it is automatically decrypted and opened. For nonsubscribers, the email shows up with a link to Intermedia's servers. Upon entering the correct password from a secure Web connection, Secure Mail opens the email in Outlook and archives it for compliance. Using this unobtrusive method, Secure Mail recipients can view emails without installing Intermedia's software.

NETWORKING & VPN

PHYSICAL INFRASTRUCTURE

March 7, 2008

Environmental Control

Dickson's Graph-At-A-Glance Monitors Temperature & Humidity

MAINTAINING ACCEPTABLE operating conditions is essential in order to ensure not only that hardware operates properly but also that equipment is not unneces-

sarily taxed so that a company can get the maximum life span from its data center resources. Dickson's latest data loggers can help ensure that hardware operates under ideal conditions.



The company's new Graph-at-a-Glance Flat Panel Temperature and Humidity Data Loggers provide real-time feedback to a company about environmental conditions. With the new data loggers, IT personnel can easily oversee and manage the temperature and humidity in a company's data center.

These new products from Dickson are paperless chart recorders with integrated digital graphing tools that provide a visual representation of environmental conditions and patterns that may have a

Dickson Graph-at-a-Glance Flat-Panel Temperature And Humidity Data Loggers

Starts at \$299

Data loggers that monitor and evaluate environmental conditions in data centers

(800) 757-3747

www.dicksondata.com



detrimental effect on a company's hardware and data. Each Dickson data logger has a 3.4- x 4.5-inch display for easy viewing. The products also provide options for

users to configure the display settings.

The Graph-at-a-Glance Flat Panel Temperature and Humidity Data Loggers offer both audio and visual alarms to notify IT staff immediately

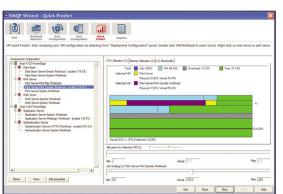
when there is a problem with the environmental conditions in the data center.

The Graph-at-a-Glance Data Loggers have 32KB of built-in storage capacity and also include support for additional flash memory. They offer USB-enabled triple-speed downloading. With these products, IT personnel can download temperature and humidity data so that they can not only monitor conditions but also perform further analysis of the data center's environmental conditions.

Dickson provides two models that monitor both temperature and humidity, the FH320 and FH325, and two models that monitor only temperature, the FT300 and FT325. In addition, any of the models are also available with Dickson's Basic N100 1-Point NIST Calibration for an additional \$99. NIST Calibration provides accuracy and regulatory compliance for the data loggers.

Gauge Consolidation, Virtualization Impact

OPNET IT Guru Systems Planner 14.5 Eliminates Guesswork



IT Guru Systems Planner VMQP shows workloads of current servers to help you predict if virtualization will benefit your enterprise.

In a time when industry analysts and experts are regularly citing the high rate at which enterprises are adopting server virtualization, OPNET Technologies has released a new tool to assist enterprises in such transitions. VMQP (Virtual Machine Quick Predict) gives IT qualified information it can use to make decisions and investments related to virtualization.

Introduced as a new feature within OPNET's IT Guru Systems Planner 14.5—an application designed to help manage systems capacity planning across physical and virtual servers—VMQP estimates the impact server consolation and virtualization will have on performance.

VMQP provides guided workflows that help surmise server workloads to predict

if virtualization will more efficiently utilize resources. Using simulation-based analysis that takes into consideration applications already in use, as well as user volumes, VMQP automatically determines the capacity needed for the host server and virtual machines.

March 14, 2008

IT Guru Systems Planner integrates with OPNET's ACE and IT Guru Network Planner applications, providing users end-to-end capacity planning

and performance-management information and tools. The software also integrates third-party monitoring tools for server performance that assist companies in accurately planning server capacity in terms of support growth, server consolidation, and application deployment.

OPNET Technologies IT Guru Systems Planner 14.5

Helps manage systems capacity planning across physical and virtual servers; a new feature estimates the impact of server consolidation and virtualization

(240) 497-300

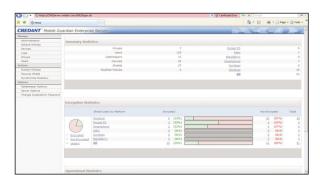
www.opnet.com



SECURITY MARCH 14, 2008

Enhanced Mobile Security

Mobile Guardian Protects Data With Improved Encryption



CREDANT Mobile Guardian Enterprise Edition 6.0 provides detailed information about groups, users, devices, encryption, and more.

It's NOT ENOUGH to protect data on servers and desktop clients. Today's threats require that companies take measures to also protect data stored on or transferred to mobile devices. CREDANT Technologies' latest release of CREDANT Mobile Guardian, aka CMG, Enterprise Edition can provide just this type of protection.

CMG Enterprise Edition 6.0's features include Full Data Encryption2, a form of disk encryption that was developed specifically to protect Windows and Vista platforms. Full Data Encryption2 provides policy-based options to protect a variety of endpoints. This encryption method offers more complete protection than other technologies. Full Data Encryption2 is based on the Intelligent Encryption engine and is FIPS 140-2 validated.

CMG Enterprise Edition also includes CMG Enterprise Edition Shield for Windows, which provides protection for data on notebooks and desktops. External Media Shield protects data that is transferred from a notebook or desktop to external media.

Vista Shield offers more security benefits. This tool can replace Bitlocker, or it can work together with Bitlocker to protect a company from internal threats.

Mobile devices can contain sensitive data that is

vulnerable to attack or theft, and the devices themselves can also be vulnerable to theft. By providing Full Data Encryption2, CREDANT Technologies helps companies ensure that data stored on mobile endpoint devices is protected. The software provides tools for managing this encryption, as well as advanced auditing and reporting tools for proving that proactive steps were taken to secure the data.

CREDANT Mobile Guardian Enterprise Edition 6.0

\$85 per user

Complete encryption and protection for data stored on mobile devices and storage media

(866) 273-3268

www.credant.com



NETWORKING & VPN

March 14, 2008

Single Console, Simple Management

Sun xVM Ops Center Works With All Assets, Regardless Of OS Or Platform



Use the Sun xVM Ops Center to deploy routine administration tasks.

Managing servers, networks, and storage becomes more complicated as organizations move toward virtualization. That's why Sun developed its Sun xVM Ops Center, a scalable data center automation tool that operates from a single console.

Sun xVM Ops Center's enterprisegrade components, openness, and interoperability distinguish it from its competitors. Regardless of the OS or hardware platform, the program deploys routine administration tasks such as firmware updates, bare-metal OS provisioning, patching, and updating. It includes a current view of the system state, patch status, and software portfolio, so you can get quick, precise reporting and compliance validation.

The program features server discovery, inventory management, and firmware and baremetal server provisioning. It's able to scan and find servers across a network and also offers automatic installation of baremetal OSes, RPMs, and firmware. Sun xVM Ops Center improves patch and update management, minimizing downtime for Red Hat, SuSE, and Solaris. Sun xVM Ops Center

can also watch parameters and resolve problems, resulting in secure and remote control of users and data center resources.

Sun xVM Ops Center

Satellite server costs \$10,000 (annual subscription) and \$100 to \$350 per year per managed server

Highly scalable data center automation tool that operates from a single console

(800) 786-0404

www.sun.com/soft ware/products/xvm opscenter/get.jsp



Cutting Costs With Refurbished Equipment

Adopting A Reverse Logistics Strategy Reduces Expenditures & Potential Liabilities

by Darrell Dunn

IT BUDGETS ARE TIGHT. They're getting tighter.

Data center managers and IT directors have long understood that they'll always be expected to do more with less. But with budgets that grant ever smaller leeway, they are also finding the use of refurbished equipment can help reduce operational expenses.

Creating a reverse logistics strategy can allow businesses to get back as much as 15% of the original price of old systems being removed from the infrastructure, while ensuring proper disposal of the older assets, according to Erez Pikar, director of operations for CDI Computers (www.cdicomputers.com), a reverse logistics specialist.

"I think a lot of businesses are looking at trying to balance the budget, and if new equipment is too expensive, they can go with refurbished, get the performance that is required, and in some cases even get an even better warranty than they would with a new computer," says Cliffie McKay, operations manager with DMD Systems Recovery (877/777-0651; www.dmdsys tems.com), a Phoenix-based provider of refurbishing services for the past 15 years.

The Refurbishment Cycle

While desktop and laptop computers, as well as servers of less than four years old, generally have the highest resale value, a wide variety of electronic equipment of almost any age can still find a new market. A completely re-furbished computer or other electronic device can provide performance and reliability at a lower price than new equipment.

The Process:

- Used equipment is received by the recovery specialist who creates an inventory.
- Each component in the system is tested
- physically and visually to ensure reliability.The systems are cleaned inside and out
- and returned to like-new condition.
- The refurbished systems can be packaged and shipped the same as new equipment, complete with warranty.

Many reluctant buyers may not understand the distinction between buying used electronic equipment, which is

generally sold as-is, and in purchasing refurbished equipment, which has undergone multiple levels of testing and certification and is provided to the new user complete with a warranty.

"One of the biggest challenges we have is simply educating people about the refurbishing process," McKay says. "And to me, as so many companies think about all the Go Green initiatives they want to put in place, buying refurbished systems and making new use of our existing technol-

ogy resources is about as green a practice as I can imagine."

Meeting Revenue, Green & Regulatory Requirements

Even businesses that don't generally purchase refurbished hardware work with asset recovery specialists to recoup capital investment in their computers and other electronic equipment as it is taken out of service. An increasingly more critical aspect of the services offered by the specialists is ensuring the environmentally sound disposal of the equipment and its various components and that the process used meets a growing list of regulatory requirements related to the disposal of equipment or the data that is stored on the old systems.

"We take all that responsibility and liability away from the individual business," says Pikar of CDI Computers, a provider of refurbished equipment and disposition services in Canada and the United States. "Well before the equipment is slotted to be removed, we can work with these customers to help them understand the environmental consequences of tossing this

equipment in the wrong place, and just as importantly, by not allowing any of the data on the equipment to escape."

For many businesses that are not taking advantage of working with a systems disposal specialist or evaluating the use of refurbished equipment for their own elec-



tronics and communication requirements, learning about how the multistage refurbishing process is completed can help eliminate many concerns.

The Refurbishing Process

Working with a recovery specialist in advance of removing electronic equipment from use within a business infrastructure can help the two entities identify early in its useful life what equipment will have the best opportunity for resale and how to protect the equipment once it is taken offline and prepared for its next life as a refurbished system.

"Proper packaging of equipment can really help ensure the system maintains its greatest potential for refurbishment and optimum use in a new environment," McKay says. "A lot of the loss in resale potential comes in damage in transit, particularly if the equipment is just tossed in some closet for a period of time."

When old electronic equipment is received by the recovery specialist, the devices are sent to a data destruction center, where all data that might reside on the equipment is erased, and the original owner of the equipment is provided with a certificate of destruction.

Computers being refurbished are audited by technicians who complete dozens of tests on each unit that is inspected for damages or other faults. The systems are cleaned internally and externally by inspectors, and all labels and other "non-stock" attachments are removed.

Each component inside a refurbished system is inspected to ensure that they continue to work at manufacturers' specified levels, and technicians complete a list of system and component configuration and integration services designed to ensure the equipment will meet the end users' performance requirements.

"In order for equipment to qualify as refurbished, it has to be completely tested and verified that it meets factory specifications," McKay says. "We test each component at 'stressed' levels, and when they fail, the bad memory or processor component is replaced and then tested again."

All the refurbished systems are packaged to meet the highest shipping standards and ensure that the equipment purchase is received by the new users in a like-new condition.

"The equipment can be fully packaged in

foam and boxes," Pikar says. "We can reprint manuals. Our equipment coming off our line is as reliable as anyone can buy, and in fact, our DOA rates are lower than those of the original equipment manufacturers."

The refurbishing process is completed in a similar fashion for other types of equipment, including handheld computing devices and servers.

Ensuring A Better Environment

The disposal and refurbishing market has evolved to provide businesses of all sizes with options when deciding how they will allocate their IT capital funds and how they will deal with the inherent accountability they face in completing the disposal of its retired IT assets.

"Technologically, the tools that are used today to refurbish equipment are more effective and more thorough," McKay says. "From an environmental perspective, we need to remarket as much of the product that continues to have value as possible. Allowing for equipment to be reused in its current form instead of being sent to a recycler to be reprocessed is what drives the refurbished equipment market."

SECURITY FEBRUARY 29, 2008

Protected Web Apps

nCircle's WebApp360 Stops Security Leaks

EVERY COMPANY KNOWS that protecting the information of its customers is vital. But putting that protection into place and making sure it works is no mean feat. But thanks to the nCircle Network Security WebApp360, an add-on for nCircle's appliance-based IP360 offering, users can rest assured that their enterprise Web applications and any supporting infrastructure components are being scanned like clockwork.

WebApp360 is a comprehensive risk assessment tool that hunts down weaknesses found in Web applications, supporting Web servers, OSes, services, protocols, the network infrastructure, and adjacent software systems. When any aspect of the system involved in supporting Web applications gets updated or upgraded, undergoes a code change, or experiences a failure, WebApp-360 will let you know so you can take the steps necessary to prevent a breach.

Furthermore, as a software component of nCircle's appliance-based offerings, Web-App360 doesn't require any significant deployment or maintenance costs.

WebApp360's interface delivers a comprehensive view of the state of the network. On the Host Details screen, users can browse the Scan History and view the vulnerabilities in a column on the left side and the Web applications on the right. WebApp360 detects and blocks dozens of potential attacks, including Cross-Site Scripting, basic SQL injection, HTML tag insertion, URL insertion, invalid input, plain-text password submission, and password field AutoComplete attacks.

WebApp360's features include continuous real-time Web application assessments,

security risk analysis, a scalable architecture that supports up to an unlimited number of users, normalized risk scoring, extensive reporting capabilities via the IP360 appliance, and instant install on the IP360 appliance.

nCircle WebApp360

Sold as an add-on to nCircle IP360; perpetual pricing starts at \$25,000

Web application risk analysis module that detects vulnerabilities in Web apps

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www.ncircle.com



Considering Preowned Equipment

Continued from Page 1 one of the ways to separate the legitimate from the suspect. There are plenty of vendors that specialize in used equipment, some even selling from eBay or putting listings on local sites such as Craigslist.

Buyer beware, Sheldon says: "These widget brokers don't ensure the quality of the product. They basically just turn on the equipment to see if it works and consider that good enough."

There are hundreds of computer recyclers and IT asset disposition companies in the United States, notes Rike Sandlin, director of marketing and communications at asset management firm Intechra (www.intechra.com). "Far too many are unscrupulous and have processes in place that put a company at risk."

(For tips on locating a reliable dealer, see "Finding A Reliable Used Or Refurbished Equipment Dealer" on page 11.)

Once a reliable dealer is located, chat about the company's service and repair policies, Sandlin advises. The company should be able to describe the type of maintenance each piece of equipment involves, and that might help narrow down the choices in terms of what to buy.

Picking Preowned

There are a number of benefits to preowned equipment, such as extended service from resellers and access to partner networks that can broaden an SME's resources.

For example, network value-added reseller NLE (National LAN Exchange; www.nle.com) has partnerships with Nortel, Cisco, Microsoft, Bluesocket, and a number of other technology firms. Reliable resellers also sport brand-name products rather than trying to sell lesser-known products from tiny companies. For instance, Data Networks International (973/486-0440; www.datanetworksinternational .com) offers hardware from trusted manufacturers, such as Cisco, Juniper, Lucent, Nortel, and others.

Also helpful is the in-house expertise at reseller companies, which can offer an SME insight on a host of issues, from implementing new servers to creating a more cohesive security strategy. Unlike the "widget brokers," who simply sell equipment and vamoose, reputable resellers are eager to work with clients beyond just their equipment needs into the realm of helping them use what they've bought more effectively.

Another advantage to preowned equipment resellers is the speed of delivery. As many SMEs have found, sometimes equipment isn't ordered far in advance but rather right when it's needed.

According to a 2007 survey done by the United Network Equipment Dealer Association, more than 95% of the group's members can deliver equipment within 24 to 48 hours, in sharp contrast to some OEMs, which can take up to 10 weeks to ship new products.

Then, of course, there's the cost. Perhaps one of the most compelling aspects of preowned equipment, the price tags on second-generation technology can be very attractive, particularly if an SME is outfitting a branch office or purchasing backup equipment and doesn't have the budget to buy all-new tech for the effort.

Avoiding Pitfalls

Perhaps the most-discussed cautionary note is counterfeit equipment, which is one of the major reasons that Cisco (www.cisco.com) is continually reminding data center managers to buy only through authorized channels.

"This is not just a Cisco problem but a widespread problem in the industry," notes Phil Wright, Cisco's director of worldwide brand protection. "For those customers that need a less expensive alternative to sourcing new product, consider Cisco Certified Refurbished Equipment,

Purchasing Tips

- Get references from an equipment vendor and call them to find out whether they've had any problems with their tech. Also ask about repair service turnaround or any complaints.
- Sometimes, you can judge a book by its cover or, in the case of preowned, by its Web site. If a site is shoddy, amateurish, or lacking essential information, look elsewhere.
- Get details on how a vendor tests equipment and how it has tested your tech in particular.
 It should be able to provide dates of testing, different types of procedures, and standard policies about data destruction.
- If a price seems way too good to be true, it probably is. Find out if there are any hidden charges or fees; preowned equipment is significantly more affordable than new, but it's rarely ridiculously cheap.

which is available through authorized dealers."

In general, if your intuition is telling you that something's not right—prices are too cheap, information about testing is scant, or references are vague—then go with your gut. But if everything feels right and a vendor is proven, then it could stretch a budget nicely.

Moving From Tape To Disk

Continued from Page 1 email configuration and let the archiving system handle the unstructured data.

Too often, IT and data center managers keep to a "cover all your bases" strategy because they worry about being blamed if anything is missing, says Barley, and IT should not be determining the backup policy in a vacuum. According to him, IT needs to bring in the legal department and senior management to determine what information is put into backup and for how long.

"It's important to get rid of data at the appropriate time. For example, you're supposed to delete HIPAA records 10 years after the patient's death," Barley says. Given the number of terabytes or even petabytes already swirling around your orbit, this is good advice to follow.

Dealing With The Costs

Gary Gysin, CEO of continuous availability solutions for Windows applications provider Asempra Technologies (www

.asempra.com), says although SMEs have similar storage requirements as large enterprises, SMEs usually lack the manpower and the money to deploy expensive solutions.

EMC's Fote acknowledges that SMEs will face upfront capital costs implementing a disk-based backup solution. However, he has seen his midmarket customers gain an immediate and significant return on investment using either virtual tape libraries or "back up to disk" solutions as their primary backup targets.

"Larger-capacity drives consume less energy; compression enables customers to store more data on less disk [space]; and drive 'spin down' reduces energy consumption between backup and recovery operations," says Fote. Meanwhile, data deduplication or single-instance storage further optimizes drive use, which is also a money saver.

Drop The Tape & Skip The Disk

For Gysin's part, disk-based backup or a mix of tape and disk backup may not offer a sufficient solution, particularly in a disaster recovery scenario. "Recovery times could vary from hours to even a full day to restore a terabyte of data, depending on the architecture and where the needed data resides," Gysin says. "In our 24/7 world, solutions that deliver continuous availability of applications and data allow IT to stay ahead of the curve."

Sam Gutmann, CEO of online backup solutions provider Intronis Technologies (www.intronis.com), says that using an online backup service may be the best overall solution for the SME. "SMEs typically have a limited IT staff, and if this process is handled internally, organizations run the risk of backup being neglected for pressing deadlines or eating up internal resources."

And online backup can save money. "You can often eliminate setup fees, installation costs, and equipment purchases," Gutmann says. "Because an online backup provider will compress files before saving them, more information can be stored at a lower cost."

Reasons To Consider Digital Archiving

Before David Barley became CTO at Casdex (www.casdex.com), he managed storage platforms in the 30-plus petabyte range at large Wall Street financial firms and saw that digital archiving is the safest, cheapest, and most compliant way to handle data that doesn't change.

Barley tells the story about a contractor who didn't understand the cost benefits of using digital archiving—or any digital storage for that matter—until a workman's comp claim required an audit through all his paper files. At \$50 an hour, relying on seemingly cheap paper records was now costing this contractor a small fortune.

According to Barley, here are three reasons to consider digital archiving as part of your backup scheme:

- 1. Data that does not change, oftentimes emails and other records kept for compliance reasons, gets stamped with two algorithms. This way, these records hold as much validity as paper documents.
- 2. Once placed in an offsite archive, you no longer have to worry about the costs of replacing tapes or disks, setting aside physical space, or allocating human resources to manage this information. You just pay a monthly fee to a digital archiving outsourcer.
- 3. This monthly fee is an insurance policy of sorts, much less expensive than the costs associated with investigation and litigation. Unlike paper or tape, you can find the documents you need in e-discovery by using keywords. Unlike onsite disk storage, your data won't be destroyed if an environmental calamity, such as a fire or hurricane, destroys your physical space.

NETWORKING & VPN
MARCH 28, 2008

Disperse Critical Data Easily

Automate Wide-Scale Info Distribution With Accellion Managed File Transfer System 7.0

WIDESCALE DATA AUTOMATION used to require individual instance management and custom scripts—but no longer. The Accellion Managed File Transfer System 7.0 avoids the use of complicated, dedicated file transfer technology in favor of something that's universal and ubiquitous: email. By using email to quickly and securely deploy updated information to those who need it, Accellion Managed File Transfer System

can send large amounts of data anywhere an email connection exists.

The system is available as a hardware or virtual appliance. It includes the Accellion Automation Agent, which can auto-

matically keep "need-to-know" personnel apprised of important, time-sensitive data.



Accellion's friendly interface keeps data sharing from feeling complex.

apps and users you choose.

Price changes, policy changes, RFQs, regulatory alerts, etc. can be rolled out to the

people who need it. After setup, the Accellion Automation Agent keeps tabs on particular file directories. When it notices updated files, it automatically publishes the new data to authenticated users or to folders used by business applications. It's fully configurable and trackable, and comes with preset rules, so you'll always have control over the distribution process to the

component, allowing you to capture each file's metadata in a custom file envelope. With more files becoming more usable, searchable, and trackable thanks to associated metadata, there's a critical need to be able to bundle the two together.

Also new is the Envelope Designer

Accellion Managed File Transfer System 7.0

Starts at \$5,000

Securely share files, complete with metadata, with the users and business apps that need it

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Finding A Reliable Used Or Refurbished Equipment Dealer

Learn How Your SME Can Move Out The Old & Bring In The Gently Used

by Chris A. MacKinnon

SO YOU NEED TO REPLACE some IT equipment in the data center, and you don't know where to start? You've thought about purchasing new equipment, but if the enterprise budget could talk, it would tell you there's simply no room at the inn. So you turn toward the idea of purchasing used or refurbished IT equipment. The problem is, you don't know where to start or whom to trust. How do you find a reliable dealer? What do you look for in a used or refurbished equipment dealer? Should you go with a local provider or one that works on a national scale?

Element Of Mistrust

A big part of the decision is finding a reliable dealer that you can trust. Corey Donovan, vice president at Vibrant Technologies (www.vibrant.com), says one bad experience can spoil it all. Donovan explains, "There is an aura of mistrust surrounding used IT equipment due to a laundry list of bad experiences on eBay, a few bad players in the marketplace, and a steady stream of FUD (fear, uncertainty, and doubt) from the manufacturers. The fact is, it's important to find a reliable supplier whether you're sourcing sheet metal or Cisco routers."

Fred Levinson, marketing manager for Pyramid Technology Services (www.pyra middec.com), says trust is a big factor. Levinson comments, "Businesses cannot afford downtime due to the failure of critical components. Therefore, it is important to find established resellers whose testing, handling, and shipping procedures rigorously conform to best practices. Additionally, there is an increasing proliferation of counterfeit parts on the market. Only an established and experienced reseller can provide protection against the danger of faulty counterfeit parts."

Brett Larson, vice president of sales for product solutions at Transaction Data Systems (www.trans actiondata.com), says trust must be developed. Larson notes, "When a replacement machine or part is requested, it must perform the first time and every time. A dealer of used and refurbished equipment must be able and willing to work under these condi-

tions. Trust within the dealer/client relationship takes place when the dealer can meet these requirements regularly and consistently."

Before You Buy

Larson says the single most important thing a buyer can do when looking for a new hardware firm is to ask for references. He notes, "All successful businesses grow on repeat customers and referrals. If an IT



manager finds a dealer they think may fit the bill, they should consider using them on a small scale to start, ordering only a couple of small items at a time. If the dealer can consistently meet product quality and delivery requirements, they'll learn quickly whether they can reliably trust them with more critical hardware." Larson says it's also important to ask for the dealer's client list. He says if it's sizeable and high-profile companies that are using a particular provider, you can safely bet that the dealer is doing something right.

So what should data center and IT managers look for in a used or refurbished equipment dealer? According to Levinson, "This boils down to experience (look for a well-established business with inventory of its own, a knowledge of alternative part numbers, which can drastically reduce the cost of parts), integrity (look for a solid warranty that the company stands behind and a commitment to the highest ethical standards), and a willingness to provide value-added services (that is, beyond the sale: consulting, assistance with installation, etc.)."

Donovan says besides requesting references of clients who have bought similar

equipment, there are a number of things that IT and data center managers should be looking for. He notes, "You can ask for business information such as company size, years in business, and press clippings. Check their current standing in associations, such as the Better Business Bureau and Association of Service and Computer Dealers International. Also, be sure to search Google for the company's name to uncover any bad customer experiences and ask presales questions to gauge the expertise of technical staff." Donovan says it's also important to include warranty terms, product condition, and guaranteed delivery dates in your purchase order notes to ensure there are no surprises.

Consider National Providers

Now that we've established what to look for, is it better to go with a local provider or one that works on a national scale? Larson says with resources such as the Internet, FedEx, and UPS, the need to deal locally is not as critical as it once was. "More important," he says, "is the dealer's ability to meet the customer's relationship needs. Does the dealer 'walk the talk'? Are they listening to the customer's needs or attempting to shoehorn a solution that's more advantageous to the dealer? An IT manager should always get the sense that the dealer is putting their needs first."

In terms of location, Donavan would agree. He comments, "In this shrinking world, local is no longer a vital trust indicator, and it's easier to find the top-notch suppliers in other regions. Delivery charges are typically nominal compared with the savings and expertise you can find outside of your locality. Only a small fraction of our clients are within state borders, yet we're only a phone call or instant message away from our national and international clients."

Levinson agrees, saying, "This is not a meaningful distinction anymore, given the reach of instantaneous global communications and overnight delivery services."

It's OK To Go Used Or Refurbished

Mark Abrahams, chief executive of Jellynet (www.jellynet.biz), says there are many benefits to not buying brand-new equipment.

"Buying used and surplus equipment is a great way to maintain legacy systems that are end-of-life, as new parts are no longer available," he notes. "Also, IT budgets can be made to go further by buying used or surplus equipment that is being sold a lot cheaper than new but is still current specification. Electronic equipment today is extremely reliable; hence, many manufacturers offer lifetime

warranties. Take, for example, a piece of hardware that is sitting in a computer room; does it really matter if it is slightly scratched or that it did not arrive in the original packaging? I often compare this to buying a used a car—a car that is 12 months old is often as good as a new car but [approximately] 30% cheaper. Used IT equipment can often be cheaper than 50% of the new selling price, as returned, end-of-life, or liquidated stock is often fully depreciated. In addition, end users can look at selling their legacy systems and gaining a return on their investment."

STORAGE APRIL 4, 2008

Data Optimization Appliance

NetEx Optimizes

Connections Between Data Centers With HyperIP

DATA RELIABILITY, integrity, and performance are paramount to the success, security, and compliance of every organization. Transferring data between data centers is crucial, especially for disaster recovery, but the process can be hamstrung by low-end office WANs. Performance bottle-

necks and unreliable data problems that can plague low-end data optimization appliances make managing and migrating data challenging and expensive.

NetEx addresses this problem with HyperIP, a business continuity and disaster recovery optimization appliance for backup, recovery, and data replication applications. HyperIP is simplified for speed and reliability to reduce cost and can help enterprises

> meet compliance standards, which protects them from regulatory sanctions or lawsuits. The device is also scalable and possess-

es Recovery On Demand features.

HyperIP is designed to accelerate data replication and file transfers by aggregating multiple data replication applications over long-distance remote TCP/IP data transmissions. The appliances support up to 800Mbps transfers over long-distance connections for data management applications, including backup and remote replication and business continuance/disaster recovery.

HyperIP works with applications including EMC's SRDF, Centera Replicator, and Celerra Replicator; Hitachi Data Systems' TrueCopy; IBM's Tivoli Storage Manager and Global Mirror; NetApp's SnapVault and SnapMirror; Oracle's DataGuard and DB Rsync; and Symantec's NetBackup, Replication Exec, and Volume Replicator.

NetEx HyperIP

Starts at \$6,000

Facilitates reliable, low-cost data optimization between data centers and helps enterprises meet compliance standards

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Where To Get Rid Of Your Old Equipment

Be Prepared To Deal With Equipment That Your SME Has Outgrown

by John Brandon

LEGACY EQUIPMENT is the bane of every IT manager. As new technology options emerge—including blade servers, SAN storage systems, and even new "green" servers—it means the old technology is fading ever further into the background. The related upgrade costs for adding new equipment, the resulting infrastructure changes, the personnel requirements—they all add up to a complex balance between getting the most out of your legacy gear and knowing when it is time to replace it.

Fortunately, several dealers offer services to inspect older equipment, such as network switches and servers or cabinets and cooling equipment, and then determine its value and refurbish the equipment for sale. Some dealers work as "brokers" who are essentially nontechnical gobetweens who find a third-party company to do the refurb work and then find a buyer. Other companies, such as World Data Products (800/553-0592; www .wdpi.com), provide the technical refurb service and can then sell the gear. In those cases, the company will often make an offer on the legacy equipment and make its profit after the refurbishing is done. A few large companies, such as Dove-Bid (www.dovebid.com), offer online auction services to help you offload an entire

Why Sell Legacy Equipment?

- Environmental advantages to selling rather than disposing of the equipment
- Cash benefit to the organization selling equipment to approved vendors
- Some vendors will remove equipment from the premises for you
- Cash can be used as part of the new equipment purchase
- Fast offloading of surplus gear without the headaches of one-off sales
- Makes the decision to improve technology easier and faster

surplus of old equipment—usually in an "as is" pre-refurb state.

Knowing how to offload legacy equipment requires a good understanding of how each of these models works, some guidance on how to prepare the legacy equipment, and some business savvy about making the best arrangements for transporting and selling equipment.

Brokering Legacy Equipment

Brokers generally do not have the capability to refurbish equipment and, in fact, usually do not handle any invento-

ry at all. It's important to check the facts for a service like this: How long have they been in business? Is your company required to keep the equipment up and running while the broker finds a buyer? Are you responsible for refurbing any defective equipment? It's also a good idea to ask other local businesses which brokers they have used for reselling legacy equipment or offloading excess inventory or defective gear that cannot be easily reconditioned.

"Many vendors are very small and have little to no inventory— which means that they're simply a middleman, and you don't know where the hardware is coming from or what its quality will be," says Randy Murray, a vice

president at Horizon Datacom (614/847-0400; horizondatacom.com), a used equipment reseller. "Another tip is to question your vendor about their policy and procedures regarding counterfeit goods. Horizon Datacom has a complete training program that allows our technicians to identify counterfeit goods and keep them out of our inventory. Our policy is simple: We will not knowingly buy or sell counterfeit goods, and we will not do business with anyone that does."

Murray also explains that it is important to investigate pricing before selling equipment. Some brokers and dealers list pricing on their Web sites for sale equipment; others don't. If the broker requires that you submit a quote of your own, you may have to do extensive research on what the equipment should cost, and it is never clear whether you are actually arranging a good price. Other vendors will provide the quote for you, which is a more verifiable and trustworthy option.

Refurb & Sell Vendors

Unlike brokers, companies such as Horizon Datacom, World Data Products, and DMD Systems Recovery (877/777-0651; www.dmdsystems.com) do have



staff technicians who can refurb equipment and get it ready for sale. Each maintains an inventory of goods and a Web site with pricing information. Most importantly, if your company is looking to sell equipment to a refurb-and-sell vendor, it is important to check the company's BBB and Dun & Bradstreet ratings and to ask other businesses if they have sold equipment there before. Make sure the company has been in business for about five years, has a verifiable physical address, is a

member of the trade organization UNEDA (United Network Equipment Dealer Association), and has bank and license details available.

One clear indicator of whether a refurband-sell vendor is reputable is whether the company deals in specific parts and model numbers instead of in generalities—such as "network switches." The vendor should be able to look up a specific brand and even a specific serial number for a Cisco switch, for example. Scott Hobin, an account manager at Hula Networks (www.hulanetworks.com), says equipment should be in saleable condition, as well, and that there are clear guidelines on whether legacy equipment can be sold.

"Equipment must be free and clear of title," says Hobin. "You can sell hardware but not software or licenses as a resale item—those are proprietary intellectual property of the OEM and cannot be resold as a line item. If you are an individual and not a company, you must fill out a W-9 form."

Auctioning

A third option for selling legacy equip-

ment is to sell it at an auction. In this business model, you usually consign the equipment over to a vendor, such as eBay or DoveBid, and then have that company hold the auction. You are not actually selling the equipment to the vendor but allowing that company to serve as a representative for your legacy gear. Online auctions can be a worthwhile option as opposed to selling to a vendor that will refurb because most auctions use an "as is" business sale model that the buyer understands implicitly, and there's no need to refurb the equipment under the terms of the auction. Of course, you are also at the mercy of the auction—although you can claim a reserve price that the bids must exceed.

Overall, auctioning is less complex—it usually means the sale will take place quickly, and you can require that the buyer must arrange for shipping—but the payment terms are not as beneficial to your company. Dealers can help you understand all the variables of the refurb and sell market, guide you to a good understanding of what the equipment is worth, and help you remove the equipment—helping you move faster into a new technology segment for your business.

STORAGE FEBRUARY 29, 2008

Archive The Easy Way

QStar's Latest SntryStr Appliance Lends A Hand

FINDING STORAGE data management tools that conform to your SME's specific needs can be costly and frustrating. But QStar Technologies' second-generation SntryStr Archive Appliance is capable of handling a variety of applications to address almost any organization's data retention and archiving requirements.

The SntryStr features support for QStar's SntryPACS and SntryML apps, which let SMEs engage in medical image archiving

and email archiving. QStar's platform is built around the Linux kernel and employs embedded data management software to manage connections to CAS devices, tape media, and optical sources.

The SntryStr lets users build around the unit's open architecture with support for SATA hard drives and the removable media. QStar offers two variants: the 1U rack-mountable QSS 2000 with 500GB, 750GB, or 1TB of mirrored data protection

and the 2U rack-mountable QSS 6000 with up to 6TB of RAID-5 data protection. Users can also upgrade the QSS 2000 with up to three more storage expansion units that each support 15 hot-swappable drives. The QSS 6000 supports up to six more storage expansion units for up to 96TB of archive data.

Either model can be configured with one or two dual-core Intel Xeon processors and up to 4GB DDR RAM. Other features in-

clude an integrated ATI ES1000 controller with 16MB of dedicated SDRAM, a CD-RW/DVD drive, a dual-port auto-sensing gigabit NIC, automatic IP address assignment, iSCSI support, and a Fibre card.

QStar Generation-2 SntryStr Archive Appliance

Starts at \$6,300, which includes 500GB of storage and support for 3TB of near-line tape or optical archiving

Updated rack-mountable archiving appliances ease management of regulated data

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NETWORKING & VPN

SERVERS MARCH 14, 2008

Assault On Data Center Dilemmas

Verari's BladeRack 2 XL Provides Dense Processing, Storage, Or Both

DATA CENTERS want the energy efficiency and high density blade servers can provide. The less power and space consumed by storage and processing hardware, the better, assuming capacity and throughput aren't compromised.

Verari Systems is dedicated to this ideal. The company's new BladeRack 2 XL computing and storage platform features 85% or greater power efficiency (with 208VAC input) and support for 200 to 240VAC power.

The system supports up to 72 blades and up to 144 servers on double server nodes. Computing and storage blades can be intermixed. The maximum processor core count for the BladeRack 2 XL is 576. Alternatively, when used strictly for storage, its max capacity using 3.5-inch drives is 672TB per rack.

Verari Systems BladeRack 2 XL

Starts at less than \$100,000 fully populated

Data consolidation platform offering flexibility and power in a small footprint

(888) 942-3800

www.verari.com





Consolidation in the data center becomes tantalizingly possible with Verari's BladeRack 2 XL.

Verari says a single rack could hold up to 96 processing cores and 576TB of storage when configured for a typical Web 2.0 server application.

Verari's Vertical Cooling Technology is a crucial piece of the puzzle when a system boasts the density of the BladeRack 2 XL. Without the superb ventilation Vertical Cooling Technology provides, hard drive life would be shortened and processing speed would suffer, as thermal overloads would induce CPUs to throttle their speeds to reduce heat dissipation. Without Vertical Cooling Technology, the BladeRack 2 XL's space-saving design would become a liability in the performance and reliability columns.

Despite its high density and power efficiency, the XL is the low-cost member of the BladeRack 2 X-series family. It leaves out redundant power support and uses a less robust IPMI management system instead of VCC. However, the XL features the option to use addressable power strips, unlike the rest of the X-series.

Cash From Trash

Use Converge Asset Manager 2.0 To Track Your Assets Through The Disposal Process



Converge Asset Manager 2.0 helps you plan ahead for proper (and profitable) asset disposal so it doesn't become a sporadic hassle.

DATA CENTERS CAN'T just throw anything away. Today there are regulatory concerns, recycling policies, and environmental impact issues regarding the disposal of IT and other assets. And what comes off the books is as important as what goes on the books, speaking from an accounting point of view.

March 21, 2008

Converge Asset Manager 2.0 is the latest version of the company's resource tracking software. A Web-based application, Asset Manager helps your data center evaluate the profit potential of shedding assets. It also opens up the possibility of re-

selling qualifying computers and electronics equipment through Converge's network. Asset Manager gives you a bird's-eye view of your serial numbered assets, including the equipment's current step in the disposal process, through the new Chain-of-Custody Reporting feature. Discrepancies are flagged at the serial number level.

The software helps you analyze the security impact of getting rid of items with sensitive data and can generate a Certificate of Compliant Data Erasure showing a drive has been erased to DoD 5220.22M

multipass standards.

Asset Manager 2.0 also helps your data center comply with environmental regulations. After final disposal of an asset that can't be resold, Converge can issue a Certificate of Compliant Recycling and Destruction and a Settlement

Summary for your records.

PHYSICAL INFRASTRUCTURE

Converge Asset Manager 2.0

Maintain security, comply with regulations, and even make some money while you get rid of your data center's unused assets

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FEBRUARY 22, 2008

SECURITY MARCH 21, 2008

Secure Your Mobile Data

Sybase's Centralized Encryption Ensures Overall Protection

■...

Using Sybase's Afaria, users can

access temporary passwords for

system recovery.

As organizations expand global functionality through mobile devices, it's necessary to secure data without compromising user capabilities. In order for IT to encrypt sensitive information for mobile apps, enterprises must have a protective

solution. Sybase iAnywhere offers new mobile encryption technology through Information Anywhere Suite Afaria.

Afaria is a Web-based console through which IT management can protect mobile devices—a single control center that functions on a browser and protects against online threats. Offering high scalability, it updates applications and data at any time, supervises individual users or groups, and minimizes user interaction.

minimizes user interaction.

Additionally, Afaria uses on-demand data decryption that allows for quick login

Sybase iAnywhere Information Anywhere Suite Afaria

\$29 per seat

Web-based data encryption and security component for frontline mobile devices

(800) 792-2735

www.sybase.com



by the mobile worker. Seamless application integration protects confidential material while maintaining device compatibility. The temporary password recovery system enables users to make calls to the help desk from a locked phone.

Specific management components extend to critical areas of frontline business. Afaria Backup Manager archives documents and makes information available to headquarters and individuals to protect against stolen or lost data. The Inventory Manager scans and captures frontline hardware and software for troubleshooting and planning. Afaria Remote Control can be utilized by administrators for remote access and server support.

Afaria supports One-Bridge and Microsoft push email. It can run on any mobile device, such as Windows Mobile, BlackBerry, Palm OS, and Symbian. Information Anywhere Suite's wireless connectivity is GPRS/EDGE/3G, WLAN, infrared, and Bluetooth.

Afaria is for enterprises looking to provide access to corporate data and applications to field workers. Sybase offers a free DVD trial for environment testing, including a virtual ma-chine image and the Web-based console.

KVM Shopping? Consider Price, Quality

New ATEN Consoles Bring High Quality, Affordability
To Smaller Businesses



ATEN TECHNOLOGY'S NEWEST KVM switches, available in both 8- and 16-port models, combine high-quality features and a price that's affordable for the small to midsized business.

Both the KH1508i and KH1516i support up to 64 user accounts and allow up to 32 concurrent logins. Users can communicate with each other using the built-in message board feature, or a single user can take control of the KVM functions. Multisession functionality means you can easily view all server activity and switch among servers connected to the device, and a Panel Array Mode lets you view

ATEN KH1508i (8-port) & KH1516i (16-port)

\$849.95 (8-port) and \$999.95 (16-port)

KVM consoles featuring built-in remote management and multisession capabilities

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www.aten-usa.com



all ports at the same time. Password protection and advanced encryption technologies mean access to your servers is secure.

The new ATEN KVM over the NET switches feature:

- Built-in TCP/IP and remote management functionality, so it's simple for you to manage and control the devices from virtually anywhere you can access the Internet
- CAT 5 (or higher) cabling for less cable bulk; RJ-45 connectors allow implementation of all ports
- Daisy-chaining capabilities and dedicated chain ports, so you can connect multiple switches together to access up to 128 devices with the 8-port model and up to 256 devices with the 16-port model
- Remote power control for attached ATEN PDU devices
- A Windows client and a Java client that work with most OSes
- Ability to work with PC, Mac, Sun, and terminal-based systems and support for major server platforms and VT100-based serial devices
- Radius server support

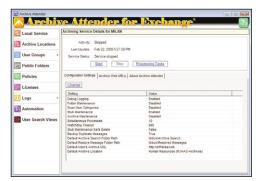
Messaging & Telephony

March 28, 2008

Messaging & Telephony

Control PST Chaos

Sherpa Software's Archive Attender For Exchange Offers Improved Archiving & Processing



Sherpa Software's Archive Attender for Exchange 3.2 provides streamlined data retrieval.

PST FILES ON Exchange Servers are by nature decentralized, making it difficult and time-consuming for administrators to find them and determine their owner/creator. For legal teams, it costs valuable time and money to discover data for lawsuits and internal compliance policies. Making the search for PST files a more economical and efficient endeavor is a priority for administrators.

Archive Attender for Exchange 3.2 from Sherpa Software addresses the need for improved PST archiving functionality and processing. The software archives messages and attachments from Exchange mailboxes, the Journal mailbox, PST files, and public folders for compliance and storage archiving using technology that automatically assigns data to users based on message content.

Message criteria for filtering include age, size, sender, and location. Archive Attender requires no SQL database or proprietary hardware.

Archive scheduling is flexible and includes a mechanism that sets PST processing to occur at low traffic times, such as after hours and on weekends. Users can search for delegation with the Legal and Compliance/HR searching console. Administrators can search the system, but users can also search their own archives for data.

Archive Attender for Exchange 3.2 is designed for easy installation. No clients have to be installed, and nothing has to be installed on the Exchange Server itself. The back-end architecture is open, and for easy data retrieval, all archived information is stored in its native format.

Sherpa Archive Attender For Exchange 3.2

\$16 per user (volume discounts available)

Archiving software that makes data retrieval, specifically PST files, more timely and cost-effective

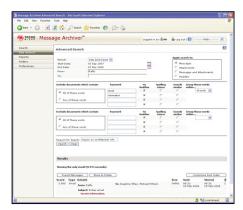
(412) 206-0005

www.sherpasoftware.com



Archived But Not Lost

Manage Email Assets With Trend Micro's Message Archiver



Trend Micro's Message Archiver lets you find important emails fast.

GIVEN TODAY'S regulatory environment, no organization can get by without devoting at least some resources to email archiving. The Trend Micro Message Archiver stands apart as a secure platform designed to deliver accessibility, encryption, and email management to medium-sized enterprises.

Message Archiver lets users access any archived email on-demand, right from Microsoft Outlook, without first having to submit the request to IT personnel. The archiving process is automated, so users don't have to decide what to retain and what not to retain. IT staff will also appreciate storage optimizations, including storing only one copy of messages and attachments sent to multiple recipients.

The Message Archiver indexes and timestamps all emails and attachments to

SECURITY

make sure users can find what they need quickly and efficiently. And to make sure only users with appropriate rights and permissions have access to the archived email, the Message Archiver employs forensic features, such as digital fingerprinting, encryption, and secure transaction logs. For instance, Message Archiver's Privacy-Guard feature tracks and audits privileged user searches across the organization's email store. The resulting transcripts can be sent to a designated Data Guardian to help guarantee employee privacy. The Message Archiver also prevents inadvertent or intentional deletion of emails. These security features also enable organizations to conform to data retention and e-discovery regulations.

March 28, 2008

Mail Archiver supports Windows Server 2003, Microsoft Exchange Server 2003, Outlook 2003/2007, WinXP SP2, WinXP 64-bit, and Vista 32- and 64-bit.

Trend Micro Message Archiver

Starts at \$33.70 per user for 501 to 1,000 users, including the first year of support; a 30-day trial is available for download

Secure message archiving platform for medium-sized enterprises

(888) 762-8736

www.trendmicro.com



APRIL 4, 2008

SECURITY APRIL 4, 2008

Audit & Analyze Security

Tenable Nessus Offers High-Speed Discovery & Vulnerability Detection



The Nessus 3.2 Scanner can be configured to discover vulnerabilities present on your network.

To conduct efficient vulnerability and configuration audits, organizations need a cross-platform auditing tool that can support analysis of many applications, OSes, and network devices. Tenable Network Security's Nessus 3.2 security scanner offers users these security features through comprehensive system analysis.

Nessus provides robust discovery and vulnerability analysis of all devices and systems on your network. Nessus 3.2 offers many new features, including performing IPv6 scans and a new cross-platform Nessus Client to control scans.

Businesses will benefit from Nessus' improved control of network bandwidth

while performing scans. When Nessus performs an enterprise-wide remote scan of a network infrastructure, it identifies a variety of network devices, databases, applications, and workstations. Nessus can identify changes in your network, such as new computers, new services, and new software that may impact a variety of compliance regulations.

Tenable has also added support for Nessus on new OSes such as Ubuntu and Vista.

In less than a few minutes, Nessus is able to fully audit networks with a laptop or midpowered

server. For larger jobs, Tenable offers the Security Center, which is designed to manage multiple Nessus scanners, schedule scan jobs and securely share the results with IT, managers, auditors, and security operations personnel.

Tenable Nessus 3.2

Download Nessus 3.2 for free; Direct Feed subscriptions for support and updates cost \$1,200 per year

Provides rapid and accurate discovery of systems and their vulnerabilities in a

variety of environments

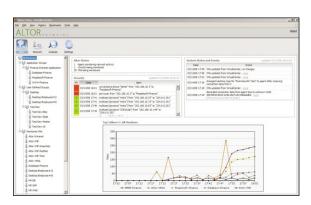
(410) 872-0555

www.tenablesecurity.com



Close The Security Gap

Get Security Up To Par With Altor's VNSA



Altor's VNSA provides customers with an insight into virtual switch traffic and control over virtual machines.

To RESPOND TO THE deficiencies of traditional security in virtualized environments, Altor has introduced the industry's first virtual switch traffic analyzer. The VNSA (Virtual Network Security Analyzer) gives customers insight into virtual switch traffic and control over virtual machines, or VMs, in order to help network admins and security professionals meet strict HIPAA, PCI, and Sarbox regulatory compliance requirements, as well as integrate security best practices.

VNSA allows data center admins to discover inter-VM traffic for auditing, security, and regulatory compliance through real-time visibility and historical views of virtual switch traffic. VNSA's dashboard incorporates existing virtualization management systems to bring in network, host, and event info. VNSA also evaluates virtual network traffic to follow

and categorize VMs by network usage and build userdefined groups.

Through the discovery of port scans, tunneling, and insecure protocols, data center administrators can gain awareness to security weaknesses and operational problems and can be warned of anomalies caused by external DNS and NTP access and DHCP auto-configuration errors. Admins are also alerted to multicast and broadcast

service announcements that affect network performance.

Altor Networks is also planning to launch a beta program for its VNF (Virtual Network Firewall) this summer. VNF implements granular security policies that stay with individual VMs as they move throughout the data center.

Altor Network's Virtual Network Security Analyzer

Starts at \$500 per physical server

Provides organizations insight into virtual switch traffic and control over virtual machines

(650) 492-5484

www.altornetworks.com

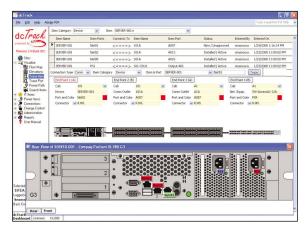


NETWORKING & VPN

NETWORKING & VPN APRIL 4, 2008

A Comprehensive View

dcTrack 2.0 From Nassoura Technology Associates
Offers Automated, Visual Management Of Data Center Assets



dcTrack 2.0 provides a comprehensive view of the front and rear views of servers as well as floor maps, rack elevations, and power paths.

MANAGING THE infrastructure of a data center can be a costly venture, but it does not have to be. dcTrack 2.0 from Nassoura Technology Associates simplifies managing a data center's infrastructure by offering a centralized, automated management system. It offers tools for tracking assets, cabling, IP subnets, VLANs, VMs, smart power strips, cooling devices, and many other components. The latest version can also manage virtual servers based on clusters, data store locations, virtual switches, and virtual ports.

One of the key benefits of dcTrack is that it reduces the costs incurred through manual asset tracking. It simplifies managing changes and the documentation required for audits, and it provides tools to determine the cause of a failure and the departments and applications affected.

dcTrack integrates with AutoCAD, providing color-coded views of floor plans and objects; the program automatically identifies managed objects when they're added to a CAD floor plan.

Data center managers can get a clear view of a cabinet's elevation, devices within a cabinet, and the front and rear ports of those devices.

Data center personnel can label device ports and add their own views of devices to dcTrack's library.

Version 2.0 adds data center visualization tools; SNMP data discovery of power, temperature, and humidity; and support for one-to-many and many-to-one IP address assignments.

dcTrack 2.0

A complete automated system for central management of a data center's infrastructure

(908) 604-6700

www.nta.com/dctrack.htm



Help With Software Licensing & Compliance

Centennial License Manager Points Out Issues



License Manager 2.1's reports are designed as purchase lists with all software information included.

WITH THE GROWING concern of software licensing and the information needed to help comply with audits, many companies are looking for programs, such as License Manager 2.1 from Centennial Software, that will control and manage their record keeping and reporting.

When new software is installed on a company's system, License Manager 2.1 automatically discovers these programs and imports them into a database to ensure the licensing and compliance issues are reported. License Manager 2.1 uses a Proof Of Entitlement capture, which records information about the software, including the name, purchase order,

cost, quantity, and the SKUs of the vendor and the reseller.

APRIL 4, 2008

License Manager lets users match their entitlement entries with software titles that have been entered and includes a control center for compliance. Its interface allows for quick searches of all information inside the database and creates reports for inquiries.

License Manager will point out issues with compliance, including over- and under-licensing. It will also report on the availability of upgrades and downgrades.

License Manager is compatible with all of Centennial's complementing products, including SAM.Suite, which includes Centennial Discovery.

Centennial License Manager 2.1

Pricing for 500 PCs is \$9.12 per seat or \$32.83 for the SAM.Suite solution

Helps organizations manage record keeping and reporting for software license management

(866) 355-7455

www.centennial-software.com



STORAGE APRIL 4, 2008 SE

Protect Critical Exchange & SQL Server Data

StoreVault SnapManager Speeds Up Backup,
Restore & Disaster Recovery

ESCAPE THE BONDS of daily backup chores with a StoreVault SAN. Now you can use a single device to consolidate Exchange and SQL Server database storage, yielding easier manageability and scalability. SnapManager software lets you backup, restore and recover from disasters in seconds, even in the middle of the day. SnapManagers link StoreVault's unique, instantaneous Snapshot technology into Exchange and SQL Server databases, eliminating backup downtime even for virtual machines. In addition, StoreVault systems offer hot-swappable drives and FlexVol technology that enable file and application storage capacity to dynamically grow without downtime.

SnapManagers enable up to 255 consistent snapshots (point-in-time copies) of Exchange or SQL Server databases to be backed up in seconds, eliminating painful tape backups that can take hours and disrupt production schedules. Snapshots can be automatically scheduled to back up entire databases as frequently as desired. Only changed data blocks are copied with each successive backup to maximize disk utilization and minimize performance impact.

SnapManagers deliver their greatest benefit to Exchange and SQL Server

environments by restoring lost or corrupted files or entire databases from any of 255 snapshots within seconds. Exchange administrators can also restore individual mailboxes and attachments using the SMBR (Single Mailbox Recovery) feature, avoiding a complete database restore and eliminating a painful search through tape archives that can take several hours or days. In general, data from both Exchange and SQL Server environments can be stored on a single StoreVault system.

For Demo:

www.storevault.com/flash /smsql-backup/smsql-backup.html For Whitepaper:

www.storevault.com/downloads /WP_SnapManager_02-2008.pdf

StoreVault SnapManager

Starts at \$1,999

Offers instant backups, instant restores, and fast disaster recovery

(877) 278-7858

www.storevault.com

STOREVAULT...
A NetApp Division

SERVERS APRIL 4, 2008

Dual Quad-Core Xeon Communication Appliance

American Portwell NAR-7090 Provides High Performance In A Small Footprint



TODAY'S COMMUNICATIONS market trends indicate a continued need to improve application performance, which results in demands for higher computing power and better manageability, while creating an increased need for greater security.

The challenge is to raise the stakes while decreasing operating costs and integrating legacy and emerging applications. The solution lies in platforms such as the American Portwell NAR-7090, a high-performance CA platform for the enterprise that utilizes the latest quad-core or dual-core Intel Xeon processors and provides a smaller form factor (20-inch) that operates in a more compact network environment at reduced power.

High Performance, With Flexibility

The Quad-Core Intel Xeon E54XX processor provides breakthrough perfor-

mance and energy efficiency for compute-intensive communications platforms. Customers can benefit from quad core computing power with the Portwell NAR-7090 and its variety of Ethernet modules and connecting capabilities.

The modular design for front-access network ports on the new NAR-7090 can be configured as 10G SFP+ copper, SFP, copper bypass, or fiber bypass module. From the traditional copper or fiber module, customers can also choose a programmable bypass module.

All in all, the new NAR-7090 offers software providers the opportunity to meet the needs of today's security-conscious enterprise by delivering server-class performance in a compact footprint, at a competitive price.

American Portwell NAR-7090

2U communication appliance rack-mount server with dual-core dual processors for high-performance applications

(877) 278-8899

www.portwell.com



PRODUCT OF THE WEEK

Idealstor's Versatile Backup

Teralyte Lets SMEs Swap Disks Like Tape

by Curt Harler

ONE OF THE FIRST COMPUTER contingency plans most SMEs implement is a process to back up valuable data. Traditionally, the choice is between disks and tapes. The determining factor often is a trade-off between speed and physical form factor. There is an alternative, however, that allows quick, reliable backup without the hassles of moving backups from disk to tape and then finding storage space.

The Idealstor system (www.idealstor .com) combines the best features of disk and tape. It uses SATA disks as portable backup media. D2D (disk-to-disk) backup was developed to speed up the process of backing up data, explains Ben Ginster, channel marketing manager for Idealstor. Rather than sending the data from disk to tape, the Idealstor system lets a systems manager eject the disks like tape for a tape-free backup solution. "Everything is removable," Ginster says. "We let our



PRODUCT OF THE WEEK

IDEALSTOR TERALYTE

Description: Backup and recovery system that uses removable hard drives in place of tape for offsite backup

Interesting fact: Any 3.5-inch parallel IDE ATA or SATA disk fits the Idealstor insertion cage or caddy.

(301) 947-8737 www.idealstor.com customers treat disks as removable media like a tape drive."

Spotlight On Teralyte

allow offsite storage.

The Gaithersburg, Md., company's Teralyte is typical of its removable disk-to-disk backup solutions. Unlike NAS or SAN, Idealstor disks are portable and can be used like tape for offsite storage and backup media. A typical SME finds itself moving to disk to gain capacity, speed with backups, and quicker restoration. Often that results in data being transferred from disk to disk to tape, the latter step required to

"Teralyte is designed for the typical SME or remote office," Ginster says. One-drive and two-drive versions are available. Beyond the 2TB version, Ginster says an SME probably should look at a server appliance. The company has solutions from one drive to eight drives, 80GB to 2TB. All are removable.

"The big advantage of Teralyte for the SMB space is the tremendous speed and ability to scale the system with your business," says Alan Wittstein, president of Connect Computer (www.connectcomputer.com) in Fairfield, Conn. Both a VAR and an ASP, it offers the solution to customers and uses it in-house.

Wittstein notes that a disk solution neatly solves the expansion problem. "You can't buy bigger tapes for the same drive," he says. "But you have to have the ability to scale."

Wittstein says people want the ability to move forward from tape solutions. "Online backup services made people aware that there are alternatives to tape," he notes. He says about half of the IT managers he deals with have heard of ejectable disks. Tapes are not meant for the 20-hour schedules many SMEs put them on. "Tapes were never intended for 24/7 duty cycle," he says. "Replacements are incredibly expensive."

Wittstein likes the idea of keeping a large amount of backup data onsite. "With tape systems, if you restore frequently, you are always going offsite. With Teralyte, you can keep a large amount of data onsite. Just copy your backup to a second bay and send that offsite . . . so you have both onsite and offsite backup. Tape does not offer that."

Product Details

Teralyte comes in three configurations. Each unit has iBac Data Protection Software, the company's Disk Management Utility, and the Caddy. SMEs can connect a Teralyte unit either to individual servers or to backup servers running Windows XP or Windows 2003 Server. Every Teralyte comes with a SATA 2 controller with external eSATA ports. SMEs can use the controller on a PCI-32, PCI-X, or PCI Express slot on the host computer. The package includes eSATA cables.

Ginster says previous versions of the product were server-based. That is perfect for a large enterprise. However, the cost of that scale product was prohibitive for



SMEs, which may already have a dedicated server they are using or might find the cost a bit much for their budget.

Wittstein especially likes the Teralyte's ability to scale. "Plus, you are dealing with smaller devices," he notes. It is cheaper to store drives than tapes because the former take less space. "You can buy a \$350 ULcertified fireproof safe and store disks there," he says.

Teralyte is attached to the server and appears as a local drive. "After that, you just swap out the disks as you would with tape," Ginster explains.

Teralyte is compatible with any major backup software on the market designed to back up to disk. It can back up data from any OS. To the backup software, it appears as a normal target. The company has its own backup software, iBac 4.0. Originally,

Idealstor used software from other vendors. "We found we were supporting their software more than our hardware," Ginster says.

With iBac, everything is in native format, and SMEs can do scheduled backups and continuous backups. The software allows the user to format, label, and eject the disk. "The beauty of iBac is that it gives you the ability to read both legacy and new backups," Wittstein says. As a firm expands from a 1-or 2-bay to 4-, 6- or 8-bay units, they can still read their old Veritas or CA legacy disks.

Solving Backup Complications

One potential problem with removable media is targeting a drive for backups. Software may be configured to back up to Drive E. But what if the next time the com-

puter sees the target as Drive F? Software would have to be reconfigured. "This is not a hot swap like you would do with a USB drive. Our software protects the drive letter, eliminating that concern," Ginster says.

The company does not dismiss NAS out of hand, however. Its FrankeNAS combines the redundancy of RAID 5 storage with the offsite capabilities of Idealstor ejectable disk backup. It is configured with one to four Idealstor ejectable bays and up to 6.5TB of RAID 5 storage.

"FrankeNAS is a step up from the Teralyte," Ginster agrees. FrankeNAS is available as a half-RAID, half-removable storage product. Under ideal or laboratory conditions, the system can back up data at 50Mbps. In the real-world environment that most SMEs operate in, tests show it can achieve sustained backup speeds of 1.2 to 1.4GB per minute over Gigabit Ethernet.

Down the road, Ginster says he expects further advances in hardware with SATA utilities and tighter ties with the software. Wittstein says disk-based systems give SMEs more control over storage costs. "You can migrate from a 500GB to a 1TB on the same system," he notes. "Next year, you'll be able to buy a 2TB solution for the same cost as a 1TB solution now. That makes costs predictable."

TERALYTE MODEL SPECS

Product	Capacity	Price	Number Of Drives
Teralyte 1000	1TB	\$1,995	1
Teralyte 2000	2TB	\$2,995	2
Teralyte 2000 1U Rack	2TB	\$3,495	2

MESSAGING & TELEPHONY

APRIL 4, 2008

Comprehensive Data Protection

Retain Vital Records With Intradyn's Compliance Vault & Orca eMail Archiver

RECORDS RETENTION is a vital part of a data protection strategy. Intradyn knows how important email archiving is for preserving business records, so it has updated the ComplianceVault and Orca eMail Archiver solution.

The Orca Archiver now includes improved mail management, as well as message and file deduplication and compression. It also incorporates increased

security, remote monitoring and control, improved searching and audit reports, and a message store scalable to more than 30TB with data retention and legal hold options for compliance.



Intradyn added Secure Encrypted Message Transportation to the Orca Archiver product line to let organizations wanting the email archiving appliance at a remote location to be able to transport email messages from the email server to archive securely via POP/IMAP protocol. With SNMP monitoring, organizations can have remote access to the ComplianceVault while network

operations will receive alerts on the Compliance Vault status.

With the inclusion of a stepby-step wizard that creates user and group accounts, Intradyn has also made the interface more user-friendly. The new interface shows just the authorized functions, adds choices that are more simplified and granular to govern, and includes a "Homepage" for easier navigation. The shared user and group policy management has also been upgraded to offer LDAP and Active Directory integration, which will boost the usability of the Orca Archiver product line.

The appliances include D2D2T data protection. Firms also have the opportunity to encrypt the data written to tape with AES 256-bit strong encryption.

Intradyn ComplianceVault & Orca eMail Archiver

Starts at \$4,995

Affordable archiving appliances with mailbox management, enhanced security, and recovery features

(651) 203-4600

www.intradyn.com



Do you have a **new product** that data center/IT
managers would be
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?

Send your press release or related product information to press@processor.com.

CLIENTS

■ Axiomtek announced the eBOX630-821-FL, a fanless, compact embedded computer designed to be an all-in-one, high-performance rich video connection box PC suitable for industrial automation, digital signage, and vehicle applications. The eBOX630-821-FL features dual display ports and supports a socket 478 Intel Pentium M (up to 2GHz/2MB)/Celeron M processor (up to 1.5GHz/1MB) or a lowvoltage Intel Celeron M (up to 600MHz/512 KB) processor. Axiomtek's newest embedded computer features support for one 2.5inch hard drive, VGA, DVI, four USB 2.0 and four COM ports, and audio, as well as industrial-grade antivibration and thermal protection. The eBOX630-821-FL will be available around the end of this month.

■ Microscan has announced the release of two lightweight imagers aimed at embedded applications. The MS-1 Engine and MS-2 CCD Reader join the MS-3 laser barcode scanner in the company's lineup. The new imagers will give engineers positioning versatility and functionality to mount onto robotic devices or embed inside production equipment for product and component traceability. Thus, the company says, engineers no longer need to give up performance to obtain space and budget specifications for OEM barcode reader applications. The MS-1 Engine weighs less than 0.3 ounces and measures 0.44 x 1.26 x 0.95 inches (HxWxD). The MS-2 CCD Reader is slightly larger. Both imagers use Microscan's Easy Setup Program, which includes multisymbol reading, match code, trend analysis, symbol quality reporting, and multiple I/O programming features.

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■ NetSupport announced the latest release of NetSupport Manager 10.3 remote control software. The new release has significant enhancements in the areas of security and improvements to scripting, command prompt, and multimonitor support. NetSupport Manager also now works in an environment where Remote Desktop is in use. Updates in version 10.3 include remote desktop support, smart card support, scripting enhancements, remote command prompt enhancements, and extended multimonitor support. Scripting enhancements include a new remote logon function and colors that differentiate comments, functions, and keywords. NetSupport Manager supports Windows 95 and later, Mac OS, Linux, Solaris, PPC, Windows CE, and Windows Mobile platforms.

■ Océ introduced the Océ CS9160 printer that uses Eco-solvent inks to create indoorand outdoor-durable prints. Building on the success of its predecessor, the Océ CS9060, the 64-inch-wide Océ CS9160 printer delivers improved print speeds over the Océ CS9060 without sacrificing quality. Print speeds of up to 197 square feet per

.

hour at 720 x 720dpi are achievable. The Océ CS9160 printer offers expanded ink capacity with the ability to use 440ml cartridges, which increases productivity by halving ink change-outs compared to printers that use standard 220ml cartridges. The Océ CS9160 printer offers superior ink economy and print quality using Océ CS9000 VariaDot imaging technology and WAVE Stitching print modes. An optional IRD (Infrared Dryer) is available for applications requiring drying assistance. ONYX Workflow Software is also available as an option to drive the Océ CS9160 printer. The Océ CS9160 printer is expected to be available in the second quarter.

Océ also introduced the Océ CS9200 Series low-solvent inkjet printers, offering production print speeds and high-quality output. Two models are available: the 65-inchwide Océ CS9265 and the 88-inch-wide Océ CS9290. The Océ CS9200 Series is designed to use new high-speed, low-solvent inks. The Series can also use Océ IJC910 lowsolvent inks. Both printers include four print modes. The Océ CS9200 Series uses Océ CS9000 VariaDot imaging technology and WAVE Stitching PLUS print modes to enable better ink economy and print quality compared to printers without these features. Both models are equipped with a winder/ unwinder system that makes media loading easy and ensures a reliable media feed. Options for the printers include an APS (Air Purification System), IRD, and ONYX Workflow Software. The Océ CS9200 Series with Océ IJC910 ink will be available in the second quarter. The high-speed, low-solvent inks will be available shortly thereafter.

■ Oki Data Americas introduced the award-winning CX3641 MFP, which offers

business color printing and copying at up to 36ppm in black and white and up to 40ppm in color. Additional features include duplex 100-sheet ADF (Automatic Document Feeder), HD color printing technology, 1,200 x 1,200dpi, and a full-color LCD touchscreen operator panel. With the CX3641 MFP, businesses can utilize their resources more efficiently and optimize their current document management systems, such as Microsoft Windows Sharepoint, Interwoven WorkSiteMP, and Captaris Rightfax, by adding optional real-time integrated connectors. The embedded SendMe functionality creates a one-step, integrated business workflow process, allowing users to scan, edit, and route documents directly from the customized control panel or to the desktop through in-box desktop document management software.

■ Tektronix has released upgrades to the WFM and WVR series of waveform monitors and rasterizers. The WFM and WVR series now support 3Gbps Single Link SDI (Serial-Digital-Interface) for the WFM7020 and WFM7120 Waveform Monitors through both a monitoring option (3G) for WFM7020 and WFM7120 and a Jitter measurement option (JIT) for the WFM7120. The addition of 3Gbps SDI, high-bandwidth 1080p (also known as Full HD) signals conforming to SMPTE 424M and 425M standards can be transported. And while the WFM7020 and WFM7120 waveform monitors support 1080p 50/59.94/60 Level A and Level B formats, the WFM7120 also offers an explanation for evaluating the physical layer execution on a single-link 3Gbps interface with the new jitter measurement option.

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NETWORKING & VPN

FEBRUARY 22, 2008

Advanced Auditing Tools

Ecora Auditor Professional 4.5 Offers Improved Performance



Ecora's Auditor Professional 4.5 includes a dashboard that clearly displays systems' level of compliance.

TODAY'S SECURITY demands and compliance requirements make it more important than ever for a company to have a system in place to monitor data center activity and configurations. Ecora Software's Auditor Professional 4.5 can help companies ensure that their data centers meet both.

Version 4.5 provides auditing and analytics tools to help IT managers adapt data centers and achieve the best configurations. Auditor Professional also improves security and performance by implementing closed-loop change validation and

Ecora Auditor Professional 4.5

Software that monitors configuration changes for better security and compliance

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alerting staff when authorized and unauthorized changes occur.

Auditor Professional provides compliance data for security and compliance professionals. Its dashboards can be customized to provide exactly the type of info a user needs. Ecora has also made improvements to the readability, content, and appearance of the software-generated reports. Version 4.5 not only helps companies comply with standards and regula-

tions but helps reduce downtime and improve security.

Users may choose to collect data agentlessly, use agents on select systems, or combine both methods. This lets the software provide audit data, even for systems in a DMZ. Ecora Auditor Professional detects systems using several methods, including IP discovery and Active Directory. It collects not only OS security and configuration data but also that of databases, applications, firewalls, and network devices.

Auditor Professional 4.5 is also compatible with BMC Remedy 6 and HP Service Desk 4.5 and now supports Cisco ASA, Z-Linux, Centos, and Oracle Enterprise Linux, as well as the 18 platforms already supported. Pricing for Auditor Professional varies depending on the unique hardware and configuration of the client environment.

CLIENTS FEBRUARY 29, 2008

Information On The Go

Webalo Mobile Dashboard Provides Real-Time Intelligence

FOR COMPANIES THAT NEED to provide executives and other mobile decision makers with real-time business intelligence reports but need to host the service internally for compliance or policy reasons, Webalo created the Mobile Dashboard Appliance. This appliance can provide up-to-the-minute information, such as sales forecasts, inventory status, staff utilization, and other key performance data, to handheld devices in virtually any location.



View reports on your handheld with Webalo Mobile Dashboard.

From a Web browser, admins can configure the delivery of pre-existing, internal reports from spreadsheets or other business applications. The Web-based interface uses a simple Q&A setup to walk administrators through the process

Webalo Mobile Dashboard Appliance

\$7,500 for up to 500 users, plus a monthly subscription fee of \$25 per user

Enables administrators to securely deliver real-time business intelligence reports to mobile decision makers

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www.webalo.com



of setting up permissions for each individual user and formats the reports automatically. The reports are generated dynamically and can retain the same look and feel of the handheld device by tailoring itself to the device's screen size.

The Mobile Dashboard Appliance is a preconfigured, 2U rackmount server with Gigabit Ethernet. It can deliver service to 500 mobile users with clusters supporting up to 10,000. In-

stallation is simple, with a Web-based interface that helps admins configure and manage the appliance. This interface is relatively easy to use and can be run by employees with basic Web and Microsoft Excel skills. Because the application is hosted internally, companies can maintain their critical information behind a firewall, rather than using an outside service.

To ensure reliability, the appliance supports scheduled backups of encrypted data over SMB (Samba) or NFS. The appliance can also be configured with automatic updates from Webalo.

Webalo Mobile Dashboard Appliance is compatible with most mobile devices, including wirelessly connected Black-Berry, Microsoft Windows Mobile, Palm Treo, and Java-enabled smartphones.

Product Releases

Continued from Page 17

■ Xerox has revealed the Sustainability Calculator, intended to help users find places they can decrease their environmental footprints while also cutting costs. This tool, made available through Xerox Office Services, assesses the current office environment of printers, copiers, and multifunction devices and then determines environmental advantages that could be gained in terms of energy and paper use, solid waste, water, air, and greenhouse gas emissions. The Sustainability Calculator gives customers the first fact-based measurement of their environmental impact.

Messaging & Telephony

- ADC introduced its InterReach Office, a rackmountable GSM base station that lets organizations provide high-capacity wireless PBX services for hundreds of users in multiple buildings. The InterReach Office base station comes in a compact, serverlike enclosure and is capable of delivering coverage on several midsized buildings. To expand coverage, customers can combine InterReach Office with an InterReach Unison or InterReach Fusion distributed antenna system to expand coverage. Inter-Reach Office uses an IP connection over DSL or cable modem networks, so users don't need additional infrastructure in place to take advantage of the product. Other features include support for all GSM bands, local switching within the enterprise, easy DAS integration for extended coverage, and voice and data capabilities.
- Motorola says that its new IP-BSC-DO is a scalable EVDO BSC (Base Site Controller) that can help increase DO capacity for CDMA operators. It includes PCF for CDMA2000 EVDO and can route traffic between a RAN (radio access network) and a PDSN (packet data serving node). The IP-BSC-DO (based on an ATCA platform) is suitable for VoIP and PTX services, Motorola says.

Motorola is also making Good Mobile Messaging and Good Mobile Intranet available to more than 10,000 VARs worldwide through its PartnerSelect channel program. Motorola's PartnerSelect Program will offer a family of bundled mobile computing solutions composed of Good Mobile Messaging and Good Mobile Intranet on a choice of mobile computing devices and smartphones, including the MC35, MC50, and MC70; Motorola Q family; and a variety of Palm, HTC, and Samsung smartphones. Good securely extends IBM Lotus Domino, Microsoft Exchange, and other enterprise systems to a variety of popular smart devices and networks. Good's software and managed service deliver a personalized user experience, low total cost of ownership through Secure Over-The-Air management, advanced security, and enterprise-class service and support.

■ RPost has released SideNote, a service that lets senders include private notes in RPost's Registered E-mail messages. The notes are visible only to CC and BCC recipients. SideNote lets senders manage private and sensitive communications, as well as group communication, in one transmission to eliminate the need to forward multiple copies of the same email to numerous parties. Built into the Registered E-mail platform, SideNote involves users creating messages in their regular email application and selecting Send Registered, which causes the SideNote option to appear. Users then add the SideNote text, select CC or BCC, and press Send. Primary recipients see only the original message, while CC and BCC recipients receive the original message plus the separate SideNote message. RPost has

integrated SideNote into the Registered E-mail suite.

■ Vertical Communications has unveiled

Vertical Flexible Finance Solutions, which provides small to medium-sized enterprises and enterprise customers the choice to lease or rent any of Vertical's telephony solutions, preserve cash, achieve tax benefits, and have the ability to upgrade their telephony system at any time with the Shield Program. Vertical Flexible Finance Solutions is available through a partnership with TAMCO. Like an FMV (Fair Market Value) lease, the Shield Program is a right-touse program but more adaptable. It allows customers to replace their entire system without financial penalties if technology or business needs change.

■ VIAK has released the newest version of its on-premises VIA3 software, a managed service. VIA3 lets customers move files from one user to another via instant message, and customers can send and receive instant messages from beyond the VIA3 domain. Jabber users can be invited to VIA3 meetings, while VIA3 also supports chat sessions outside of meetings with multiple users. Workspaces now include the ability to schedule meetings and allow for one-step editing of Microsoft Office files. Anyone outside of your domain can be invited to a meeting, even after it has started, and users can gain better control over video windows in meetings.

NETWORKING & VPN

- Alcatel-Lucent announced that its 7750 SR (Service Router) and 7450 ESS (Ethernet Service Switch) now deliver terabit performance. The 7750 SR and 7450 ESS are enhanced with Alcatel-Lucent's FP2 chipset to deliver network processing and traffic management at speeds of up to 100Gbps, ideal for environments that use IPTV, WebTV, VPN, and 3G/4G mobile applications. The 7750 SR and 7450 ESS also double the density of Gigabit and 10 Gigabit Ethernet ports and support up to 10 times the number of services per router. They feature an Application Assurance Integrated Services Adapter with DPI technology and 58 total ports.
- Citrix Systems and NetApp announced the Citrix XenServer Adapter for NetApp Data ONTAP to let customers utilize virtualized storage in Citrix XenServer environments. The jointly developed tool is designed to simplify virtual machine creation and management by allowing customers to centrally manage storage configuration and provisioning from a single console. Citrix XenServer features an open architecture that allows customers to manage storage in the same way for both their physical and virtual server environments. The Citrix XenServer Adapter for NetApp Data ONTAP allows customers to access all the storage features in NetApp Data ONTAP directly from the XenServer management console.
- Digi unveiled the Digi Wi-Point 3G, a cellular router that functions as a cellular-to-Wi-Fi hotspot. Providing secure, high-speed Internet access, the router works with cellular PC data cards to remotely connect workgroups and devices. The Digi Wi-Point can support more than 40 PC data cards globally. Some of the Digi Wi-Point's features include enterprise-class security with IPSec VPN, WPA2 encryption, and GPS support. According to Senior Vice President of Global Sales and Marketing Larry Kraft, "The Digi Wi-Point 3G allows remote sites and devices to wirelessly connect to the Internet or securely integrate into a corporate network even if that remote device happens to be driving down the highway."

■ Ethernet Direct has introduced the RUG-118, an industrial Gigabit media converter that has SFP (small form-factor pluggable) flexibility and media conversion between 10/100/1000Base-TX and 1000Base-SX/LX/LHX/ZX. Ethernet Direct's RUG-118 is compatible with 1000Base-SX and -LX fiber connections and supports the SFP design. This enables transmission of data as far as 120km over single-mode fiber and as far as 550m over multimode fiber. By using the RUG-118, a company's network will require very few network interruptions, and spare inventory can be reduced. The RUG-118's key features are Link Fault Pass Through and Link Loss Forwarding, which reduce the time to detect and address link failures.

■ iPass has announced the iPass Handheld Hotspot Finder, which is available as a free product at www.ipass.com/mobilehotspot. The iPass Handheld Hotspot Finder works through a smartphone's Web browser to identify available wireless hotspots in the iPass network, which includes more than 95,000 locations in more than 80 countries. A user connects to the iPass Handheld Hotspot Finder Web page and selects a desired location. The iPass Handheld Hotspot Finder then shows a list of available hotspots. Users can then select one of the hotspots to find more information and see a map.

iPass has also announced that iPass-Connect is now available for individuals. iPassConnect combines both Wi-Fi hotspots and 3G data to take advantage of both Wi-Fi and mobile broadband services. In addition, iPassConnect also includes wired hotel broadband and global dial-up connectivity. With the inclusion of all four services (Wi-Fi, mobile broadband, wired hotel broadband, and global dial-up), it is possible to connect to the Internet from almost anywhere, including more than 95,000 locations. iPassConnect is compatible with notebooks running Windows 2000/XP/Vista.

■ Now available from **Juniper** are the EX 3200 and EX 4200 Ethernet switches. The 24- to 48-port EX 3200 series is a 1Gbps, fixed-configuration platform with PoE and 10Gbps uplink module options. Meanwhile, the similar EX 4200 series features Juniper's Virtual Chassis technology, so it can be connected to other EX 4200 switches for immediate scalability.

■ **OPNET** announced the availability of OPNET Panorama 5.0. This release provides real-time application monitoring across complex, multiserver infrastructures and extends Panorama technology to .NET applications for full life cycle application management of environments. Deviation tracking and correlation finds performance abnormalities. .NET framework supports measurement collection, metrics correlation, and identification of application errors. As a single solution, Panorama 5.0 can pinpoint environmental symptoms and cover dynamic threshold alarms. Panorama 5.0 uses real-time analysis to enhance comprehensive .NET instrumentation and mature management technology.

■ Pervasive introduced Pervasive Data-Cloud, an enhanced platform that delivers packaged integrations for a wide range of scenarios. These include SaaS-to-SaaS, on premise-to-SaaS, on premise-to-on premise, as well as B2B and bulk data exchange. Pervasive's Internet-based integration features flexible scalability, simple customerbased configuration via a browser, automatic delivery updates, and easy result tracking. The Pervasive Data Integrator functions in the background offering a service platform and consistent activity monitoring.

DataCloud can also host preconfigured integration solutions over time.

■ StoneFlex is a family of diskless NAS gateways for StoneFly's IP SANs. The Windows-based StoneFlex units boot from the SAN and facilitate robust, scalable file serving. They're available in three models covering the entry-level to enterprise segments (the latter supporting 8-node clustering).

■ Wick Hill is now shipping its Watch-Guard SSL 1000 and SSL 500 remoteaccess standalone appliances for enterprises needing highly secure remote connectivity for mobile devices and platforms. The appliances use Web browsers, thin clients, endpoint integrity checking, network interface control, and virtual desktops and session cleanup. Wick Hill says the appliances offer the most comprehensive array of authentication, identity management, and security features among competitive SSL appliances. The SSL 1000 and 500 offer support for the broadest number of devices, Wick Hill says. Key features of the appliances include clientless SSL VPN access, SMS- and software-based two-factor authentication, federated identity, endpoint integrity, and more.

PHYSICAL INFRASTRUCTURE

■ Aperture released Aperture VISTA Infrastructure Monitoring, a module of Aperture's data center management system that provides real-time insight into physical infrastructure resources and energy efficiency. Aperture VISTA Infrastructure Monitoring is designed to help IT organizations gain the information needed to rightsize infrastructure resources to meet business demands, proactively manage data center capacity, and improve energy efficiency. The vender-neutral tool provides real-time statistics down to the rack level, so customers can determine energy efficiency metrics. The real-time data can also be used to improve capacity planning, create an alerting system, understand infrastructure performance, and determine the root cause of unplanned outages.

SECURITY

■ AEP Networks launched its IDpoint product, an advanced identity-based access control appliance that delivers wire-speed policy enforcement for the enterprise data center. IDpoint's AEP PacketTag technology inserts proof of user identity into each IP packet and enforces resource access policies to help organizations meet internal governance and comply with industry regulations. IDpoint also halts unauthorized network traffic and unauthorized TCP ping and delivers comprehensive reports of which users accessed what critical information resources from where, when, and for how long. Other features include stealth-mode policy enforcement and targeted endpoint integrity checks.

■ Aladdin Knowledge Systems unveiled the latest version of its HASP (Hardware And Software Piracy) SRM (Software Rights Management) licensing and protection platform. Version 3.1 supports extended business models for remote access and volume licensing and supports Mac OS X 10.4 and 10.5 operating systems and applications. Enhancements to the HASP Business Studio include improved search and filter functionality, support for trialware licenses, license expiration notifications, and the ability to install the HASP SRM Activations Module separately from the Business Studio Server to make the system production-ready. The offering has an updated HASP Admin Control Center, giving users a central con-

sole from which to manage all HASP keys. Go to Page 20



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Continued from Page 19

Aladdin Knowledge Systems also introduced its HASP SRM Report Generator, a utility that lets software vendors analyze product activation licensing and order-entry data. The utility connects to Aladdin's HASP SRM Business Studio to generate reports in CSV format so users can view and analyze the results in Excel. Users can also schedule reports and have them delivered as they see fit. The Report Generator features an intuitive wizard-based interface and includes 17 standard reports, including total activations by date, trial licenses and orders about to expire, and individual user activity history. Aladdin's HASP SRM Report Generator integrates with HASP SRM Business Studio Server v2.50 and v3.10 and supports 32-bit Windows operating systems.

■ Breach Security released ModSecurity v2.5, the latest version in its line of application firewall protection. ModSecurity v2.5 features caching transformation functions to prevent rules from being evaded by invaders while maintaining performance on the computer. Credit card number detection uses standard LUHN formulas to verify detected patterns as valid credit card numbers. Rules based on geographical lookup of client IP addresses log the geographic information of IP addresses and restrict those clients to a more limited functionality. Finally, content injection allows ModSecurity to add content to HTML replies based on rules in clientside input validation, CSRF mitigation, and client-side reconnaissance. Additionally, ModSecurity v2.5 uses an automated rule updates feature to deploy rule sets obtained from third-party developers.

Breach Security also announced the availability of the commercial version of its

ModSecurity Web application firewall, the ModSecurity Pro M1100 v1.6. ModSecurity Pro delivers enhanced alert management that prioritizes attacks for quick remediation, visibility into security on a per-site basis, and Payment Card Industry reports that are compliant with Data Security Standard's rules. M1100 v1.6 includes several new features: a severity legend to provide visual representation of alert severity; email reporting of attacks on the firewall; and streamlined alert management that offers quick alert information under separate tabs for alert, parameter, request, response, and rules.

■ Codenomicon released DEFENSICS 3.0, a security and quality testing platform that allows manufacturers of networked products and services to identify and fix flaws. DEFENSICS 3.0 can be installed on any industry-standard workstation computer, and the tools can be run on carrier-grade, 64-bit multiprocessor hardware with multiple 10G network interfaces. Alternatively, the software can be run on a tablet PC for tests on the road. And because the DEFEN-SICS platform can test any device linked to the security test computers through a wireless or wired connection, the platform offers versatility in testing. It can work with more than 140 wireless and wire-line network protocols and connections.

■ Crossroads Systems has announced the availability of SecureVTS encryption software for VTS (Virtual Tape Servers), a data backup system that consists of a server, data storage space, and virtual tape software and mimics the function of a tape server but is faster, more convenient, and more reliable. SecureVTS is Crossroads' new addition to its VTS system, designed to offer

security-minded organizations that already employ VTS, such as banking institutions and healthcare businesses, a high level of security that is cost-effective. Secure VTS aids businesses in meeting IT security requirements by using 256-bit AES symmetric key encryption.

■ Elcomsoft has launched Elcomsoft System Recovery 3.0, which now supports Windows Server 2008 and Vista SP1. Elcomsoft System Recovery is a boot-disk application that provides access to Windows password settings. The software is compatible with local computer accounts but also with domain controllers. It is compatible with WinNT/2000/XP/2003/Vista SP1/2008. Elcomsoft has an agreement with Microsoft that lets the company base Elcomsoft System Recovery on Microsoft Windows PE, including the recently released upgrade to Windows PE. Elcomsoft System Recovery can run from a CD, DVD, or USB flash drive. The software also has built-in drivers for third-party SATA, RAID, and SCSI adapters from many vendors.

■ EMC announced professional services for Physical Security Solutions, enabling customers to improve their information management capabilities for the physical security. The services include EMC Assessment for Physical Security, which helps EMC and its partners to identify the customer's technology and security requirements and present recommendations based off of the data analyzed; EMC Design for Physical Security, which allows EMC and its partners to gather information collected in the assessment service and provide the customer with a new physical security environment with connectivity to other systems such as access control, alarms, cameras, and sensors; and EMC Implementation for Physical Security, which utilizes Verint IP video with EMC CLARiiON-based storage. These features integrate physical security systems and networked IT solutions, scale the solution with cost-efficiency, monitor and manage video surveillance, manage data growth, and integrate with existing CCTV systems.

■ Global DataGuard has introduced an MSP module for Enterprise UTM designed to provide MSP benefits and reduced costs. With the MSP module, companies can maintain customer data onsite while still ensuring that it remains secure. Global DataGuard's MSP module offers a unified monitoring system that can manage multiple customer security consoles. It provides live remediation information, order entry functions, and order fulfillment tools. This new product provides monitoring and administration of up to 10 MCUs and Subordinate MSPs. Pricing starts at \$40,000.

■ MARX Security Software announced its cross-platform tool, the MARX Analyzer, designed for extended diagnostics of a computer's operating system, running processes, MARX components, and device drivers on both a local PC and others connected through a network.

■ Symark International released its PowerADvantage, an integrated authentication and configuration utility that delivers the functionality of Active Directory, such as centralized authentication, account access, policy enforcement, and infrastructure management, to Unix and Linux systems. PowerADvantage also features crossplatform Unified Login, a nonintrusive

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STORAGE MARCH 7, 2008

Multiplication For The Masses

Imation's New Disc Duplicators Enable Quick & Easy Duplication

OFFICES THAT NEED to duplicate large quantities of CDs and DVDs quickly and easily should consider Imation's new CD Duplicator and CD/DVD Duplicator. A touch of a button is all it takes to create copies of data using these duplicators.

The standalone duplicators are small and portable and do not require software, cables, or a PC. Because of their ease of use and portability, both duplicators can be transferred to meetings and offsite locations. This gives users the flexibility they need to create copies of important data on

demand, regardless of whether a computer is nearby or if they're away from the office.

Inside the Imation CD Duplicator, you'll find a 52X CD-RW drive; the CD/DVD Duplicator features a 16X DVD+/-R/RW drive. Both are compatible with 12cm or 8cm discs.

Because the duplicators require no cool-down between duplications, you'll benefit from continuous copying without wait or lag time. A user-friendly menu on the front of the devices provides access to various features and functions.

The CD Duplicator can copy a master 700MB CD to CD-R media at up to 52X speeds in about two and a half minutes and can also duplicate CDs to CD-RW media at up to 32X speeds. Using up to 16X speeds, the CD/DVD Duplicator duplicates a single mas-

ter 4.7GB DVD in about 11 minutes. This duplicator can also duplicate discs to CD-R/RW, DVD+/-RW, and DVD+/-R DL media. Both include a five-pack of Imation brand media.

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NETWORKING & VPN

MARCH 7, 2008

Affordable Thin Client Computing

2X's New ApplicationServer v.6 Offers Secure, Flexible App Access



With an easy-to-understand interface that significantly reduces the initial learning curve, 2X's ApplicationServer v.6 offers remote users secure access to centrally managed applications and data.

2X's ApplicationServer v.6 makes it easy to offer secure remote access to central applications and data.

By installing ApplicationServer on a Windows Terminal Server system, admins can deliver and manage applications in a Citrixlike fashion without Citrix's high maintenance and upgrade costs.

With ApplicationServer v.6, the user's login credentials determine the applications available to him. It also allows access to multiple terminal server farms from a single client with SSL security. Even when accessing more than one server farm, only a single login is necessary.

A few features conserve bandwidth for maximum performance. ApplicationServer v.6 sends only screen updates to the client, not client-server data. The client can redirect email and Internet traffic through local apps, reducing traffic to the host server. Further mitigating unnecessary resource consumption, the server will keep apps from claiming large amounts of processing time and memory. The program limits clients to single instances of each application.

2X Software ApplicationServer v.6

Starts at \$695; a free version with support for up to five client connections is available

Easy-to-use application publishing provides flexible, secure access to applications

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Continued from Page 20

installation process, comprehensive centralized storage, integration with Symark's PowerBroker, automated deployment of configuration settings, targeted configuration management, and detailed compliance reports to help organizations adhere to Sarbanes-Oxley, PCI DSS, and HIPAA regulations.

• • • •

■ Websense has announced the Websense ThreatSeeker Network, a global network of adaptive security technologies and processes. Suited for continuous monitoring of the Internet for changes and transpiring threats, the Websense ThreatSeeker Network incorporates the intelligence into the organization's Web security, messaging security, and data loss prevention solutions. This allows organizations to progress their goals using the Internet as a business platform and manage risks to their confidential information, systems, and employees. The New Websense ThreatSeeker Network also includes the Internet HoneyGrid, which mixes honeypots and complex grid computing systems to sift through more than 1 billion pieces of content daily, looking for security threats.

SERVERS

■ Bull launched the NovaScale B260LV (low-voltage) blade server to improve its Bio Data Center offering, allowing IT infrastructures to cut power while boosting availability. NovaScale B260LV features up to two Intel Xeon L5420 or L5410 quad-core low-voltage processors, which reduce power use by 40%, as well as solid-state disks that reduce energy consumption by 87%. The NovaScale B260LV is available with 1,333MHz FSB, up to 16GB of

main memory, and 16GB capacity per disk, creating a high performance/watt ratio.

■ Caplin Systems released Liberator Free Edition, a high-performance Ajax/Comet streaming server that delivers real-time data to and from subscribers over any network. The software also includes JavaScript client and Java server integration libraries. Liberator Free Edition can support up to 30,000 concurrent users on a single server, and it can deliver more than 1 million complex messages per second. The software's performance and bandwidth are optimized with multithreading for multicore servers. Liberator also can connect to sources of data and intelligently route subscriptions. The free edition also comes with StreamLink for Browsers, a client library for integrating with Ajax or Flex Rich Internet Applications, and full documentation.

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■ Oracle has released Clusterware for Oracle Unbreakable Linux support customers, designed to enhance enterprise system capabilities. Customers currently at the Basic and Premier support levels are able to download and deploy Oracle Clusterware without additional fees. This portable cluster software groups individual servers to allow for single-system cooperation. Part of the Oracle Real Application Clusters, Oracle Clusterware functions independently to protect applications, third parties, and Oracle. Applications and databases in the cluster environment operate on high availability; cluster solutions for Linux can be used separately or collectively. Oracle Unbreakable Linux customer support improves responsiveness, reduces down-

time, and enhances system reliability.

■ ScaleMP has announced it has expanded its product line based on Versatile SMP architecture. The product line includes a vSMP Foundation Standalone product (two quad- or dual-core dual-socket Intel Xeon CPU-based systems connected via Infini-Band) that allows for the industry's first foursocket system costing less than \$10,000, and a vSMP Foundation Embedded solution (uses up to 16 x86 systems to create a single shared-memory system using four to 32 processors and up to 1TB RAM) that assists original design manufacturers and original equipment manufacturers in building highend systems. The Versatile SMP architecture aggregates multiple x86 servers into one high-end system. ScaleMP says the ScaleMP product uses virtualization to create high-end SMP (symmetric multiprocessor) computers

■ Supermicro has announced 1S server and workstation platforms based on Intel's X48 Express core logic. The Super-Workstation 5035B-T+ features 1,600MHz DDR3 support, PCI Express 2.0 (which is backward-compatible with PCI-E 1.1 cards), and near-silent operation (28dB). The company also revealed UIO and 1U Twin SuperServers based on the X48 chipset; the server model numbers begin with a 5015B or 5025B prefix.

from off-the-shelf x86 systems, thus increas-

ing scalability and performance while offer-

ing an up to 70% price/performance advan-

tage compared to traditional SMPs.

STORAGE

■ Open Text has announced RedDot's release of Microsoft Office SharePoint Server 2007 Document Management Integration. RedDot is the Open Text Web

Solutions Group that has provided a management solution using SharePoint Server 2007 technology. The Document Management Integration can cache, link, and publish metadata from SharePoint 2007. To maintain the security of the SharePoint Server 2007 Library, RedDot retains a resident copy of any sensitive document for online sharing. Web administrators can also access different document versions in order to publish with granularity.

■ RAID has extended its Falcon storage device series with the 48-bay Falcon III. Small but dense, the Falcon III can pack 48 SATA drives in a 4U rack space (or 96 drives in 8U with a companion JBOD unit). The 4Gbps Fibre Channel device supports SAS expansion, as well as RAID types 0, 1, 5, 6, 10, and 50. High reliability features and low power consumption round out the highlights.

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■ Tangent has released DataCove OS 4.0 for the DataCove email archival appliance, complete with new advanced features. The company says DataCove lets organizations index and archive email and instant messages in compliance with changes to the FRCP and e-discovery requirements. DataCove OS 4.0 features include search and retrieval of email and IM, redundant disk and tape archiving, a fully searchable database with Web-based menus, and automatic archival to WORM media. Upgrades include an improved database for faster searches with lower server loads, LDAP Active Directory authentication with single sign-on and a configuration wizard, a new permissions system, and deduplication. DataCove integrates with Microsoft Exchange, Lotus Notes, Novell Groupwise, and SendMail.

March 7, 2008

Messaging & Telephony

Get Compliant

Archive Your SME's Email With MessageOne's EMS Rapid Archive

TODAY'S LEGAL ENVIRONMENT mandates procedures for businesses in regard to email retention. Companies large and small not only have to maintain archives of all email passing through their systems, but they also have to be able to quickly produce particular messages during the discovery phase of litigation. Complicating matters is the need to stay abreast of revisions to state rules and Federal Rules of Civil Procedure, or FRCP.



MessageOne's new EMS Rapid Archive can help. This cost-effective, rapid-ROI SaaS (software as a service) not only stores your organization's email messaging in a secure location, but it also makes it searchable in real time. When email passes through your company's system, a compressed and encrypted copy is

MessageOne's EMS Rapid Archive securely backs up your company's email online and makes it searchable.

automatically transmitted to the EMS data center. Furthermore, using EMS Rapid Archive, your company can place legal holds on key messages. This can prevent the destruction of key email a that may be needed for pending

evidence that may be needed for pending litigation.

IT personnel can centrally manage the service with fine control over message retention, as well as deletion at the appropriate time. This maintenance-free SaaS can be deployed in single day, according to MessageOne.

EMS Rapid Archive is based on the company's Managed Service Platform. It can integrate with Active Directory and coordinate with Microsoft Exchange to keep user information, distribution lists, and topology data synchronized. There's even an option to allow direct user access through Outlook.

MessageOne EMS Rapid Archive

\$1 per user per month for 500 users

Email archiving SaaS helps you comply with federal and state rules regarding discovery and litigation holds

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SECURITY MARCH 7, 2008

Security For The Virtual Realm

Catbird's HypervisorShield Guards Against Attacks

VIRTUAL INFRASTRUCTURES need the same level of security that companies use to secure their physical networks. However, today's endpoint security mechanisms can't secure the virtual infrastructure because they can't detect the threats that could compromise security. To aid in closing the security gap created by virtualization, Catbird launched HypervisorShield.

As a way of proactively securing virtualization deployments, HypervisorShield can continuously monitor the precise vulnerabilities, known attack signatures, and guest machine access of the hypervisor management network. A component of Catbird's V-Security, HypervisorShield is a group of settings that protects the hypervisor. Users can customize security for

all parts of their company's network by selecting standard or custom settings.

Features of HypervisorShield include the ability to monitor and control access to the hypervisor network, detect malicious network activity directed at the hypervisor from virtual machines, and validate the secure configuration of hypervisor network services.

Because protection is delivered within the virtual network itself using Catbird's V-Agent virtual appliance, HypervisorShield can see inside the hypervisor. By monitoring from the inside, companies receive coverage that is more effective than other security offerings. Also, administrators do not need to reroute traffic onto the physical network for validation.

HypervisorShield's network access control monitors and quarantines for unauthorized devices on the management network. This provides automatic protection against inadvertent management error and malicious attacks.

Catbird HypervisorShield

Included as part of the Catbird V-Security package (\$3,250 per VMware Host, plus \$650 per year, or subscription pricing of \$18/month per VM)

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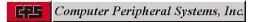


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STORAGE MARCH 21, 2008

More RAID Connectivity

Promise Technology's SuperTrak EX8658 & EX8654 Support SAS & SATA

WHEN IT COMES TO STORAGE, a data center needs all the scalability and flexibility it can get. To that end, there are two new SuperTrak EX SAS/SATA RAID controllers from Promise Technology. The SuperTrak EX8658 and EX8654 host-based controllers both provide a total of eight SAS/SATA ports with a 3Gbps signaling speed. However, the two cards differ in their port configurations. The SuperTrak EX8658's eight ports are all external, whereas the SuperTrak EX8654 splits its



complement into four internal and four external ports. They come in the low-profile MD2 form factor, perfect for Promise's 12- or 16-bay VTrak E-Class JBOD expansion enclosures.

With RAID 5 and 6 capabilities, database transactions and disk-to-disk backups are obvious applications for the newest members of the SuperTrak EX family. Promise is targeting the controllers at midrange and entry-level servers running Windows or popular flavors of Linux. Besides data center applications, Promise says that the new adapters are of interest for video post-production and capture applications.

The SuperTrak EX line shares a unified code base with Promise's other SuperTrak and VTrak products. This allows the company's WebPAM Pro management environment to give the user a single point of control over RAIDs wherever they reside on the network. Any storage attached to a SuperTrak EX controller or a VTrak E-Class RAID subsystem is accessible, and controllable, through WebPAM Pro.

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SECURITY MARCH 28, 2008

Boost Web App Security

Breach Security's WebDefend 3.2 Thwarts Attacks Without The Slowdown

A WEB APPLICATION firewall is a vital component of any active Web infrastructure, but not all firewalls are created equal. Breach Security's new WebDefend 3.2 is capable of scanning for threats and blocking inbound and outbound SSL-encrypted Web traffic and unencrypted clear text communications. Users can configure WebDefend to work with existing security systems and firewalls to develop a comprehensive



picture of potential threats and vulnerabilities, attacks as they occur, and even poorly designed Web applications.

Users can configure WebDefend to generate automated reports to be delivered on a set schedule. WebDefend also logs all payment card usage and includes preinstalled

rule sets to help organizations comply with the Payment Card Industry Data Security Standard.

Customers deploy WebDefend out-of-line so that the appliance delivers its full blocking capabilities without adding latency to the pipeline. New features in the latest version include enhanced performance (up to 50% faster than the previous version) and increased port density. WebDefend supports large-scale sensor deployments and offers six network interfaces. Additionally, users can configure the WebDefend appliance to monitor up to four independent network segments. WebDefend also comes with an updated signature database capable of defending against SQL injections and cross-site scripting.

Software, signature, and policy upgrades are simple with WebDefend's automatic upgrade feature. Admins can use the WebDefend Management Console to view the Web applications' supporting architecture, sensor configuration, and security status and determine the source of any issues and solve them before the damage is done.

Breach Security WebDefend 3.2

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NETWORKING & VPN

MARCH 28, 2008

Pump Out Firewall Events

The Lancope NetFlow Event Logging Gateway Is Built For Cisco's ASR 1000 Series Routers

LANCOPE DEVELOPED the NEL (NetFlow Event Logging) Gateway in conjunction with Cisco Systems to provide a standalone network appliance that can handle all firewall events for the Cisco ASR 1000 Series. The NEL Gateway can generate syslog at greater than the multigigabit speed of the Cisco ASR 1000 Series routers, which helps ASR 1000 Series customers save resources, scale to 10 Gigabit networks, and assist



compliance initiatives through syslog fault tolerance and destination management.

In terms of design, an operator configures all ASR 1000 routers to send NELformatted NetFlow events to the IP of the NEL Gateway. Then, the NEL Gateway follows local rules to determine which syslog server each NEL event is sent to. The standalone appliance avoids the overrun of event volumes by logging firewall events at rates of more than 40,000 events per second, ideal for enterprises that deploy access control technologies at Internet ingress or egress points of presence. The speed of the NEL Gateway also provides dependable logging performance for service providers that archive Internet transactions. The standalone appliance supports fault tolerance through redundant logging.

The NEL Gateway uses NetFlow v9 messaging protocol to transmit network address translation, identity information, firewall pass/fail records, alerts, and other

firewall event data. To make it easier for customers to manage log sources and destinations, the NEL Gateway features a Web-based user interface where you can view event volume and the overall health of the NEL-exporting router.

Lancope NetFlow Event Logging Gateway

Handles syslog firewall events from Cisco ASR 1000 Series routers, making it ideal for enterprises that deploy access control technologies

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SECURITY MARCH 28, 2008

SCADA Infrastructure Security

Uniloc's StrongPoint IAM Appliance Tightens Security

INFRASTRUCTURE SECURITY is of utmost importance for any organization; however, for SCADA (Supervisory Control And Data Acquisition) networks, it is especially important. SCADA networks usually consist

of nodes that deliver critical services across different types of industry and government networks, including electrical power grids, water delivery networks, and transportation networks. As such, protecting them from hackers is crucial.

In response to this need, Uniloc has announced StrongPoint, an IAM (identity and access management) appliance. StrongPoint provides a secure

private network between a server at the NOC (network operations center) and a field appliance with device fingerprinting. Access to the SCADA network is restricted, so a field agent must log in to the NOC VPN to gain access to certain computers. This feature is designed to require hacker to be on an authorized computer to suc-

a hacker to be on an authorized computer to successfully impersonate an authorized user. StrongPoint also logs all locations of attempted VPN connection and notifies administrators of all attempts. Other features of StrongPoint include improvements over traditional router, switch, and firewall security, as well as security for different types of infrastructure technologies. Bidirectional security prevents a breached field computer from accessing the network. StrongPoint is also designed to work with any operating system and field control hardware. In addition to its security features, the appliance is designed to have a low impact on network performance.

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Cloud vs. Utility Computing

Know The Difference To Determine What's Right For You

by Drew Robb

A FEW YEARS AGO, all the big vendors began to roll out their visions of pay-asyou-go computing. This led to a potpourri of labels, such as utility computing, grid computing, and the adaptive enterprise. The basic idea was to offer computing services in the same way as utilities. You pay for the amount of processing power, disk space, etc. that you actually consume.

"Customers have been able to take advantage of pay-per-use IT services for several years, whether compute, networking, or storage," says Patrick Eitenbichler, director of marketing for StorageWorks at HP (www.hp.com). "At the end of the month, the service provider looks at how much was used on average and then charges by the amount consumed."

Cloud & Utility Computing

But then came along another term called cloud computing. It sounded similar and, in fact, was similar in some respects. Just about everyone decided that it was another word for utility computing. Yet these concepts have distinct differences when you get down to the details.

"Users and bloggers talking about cloud computing are referring to online services that abstract the user from the details of infrastructure, including physical computing resources, location, data partitioning, scaling, security, backup, etc.," notes Bert Armijo, senior vice president of product management at 3Tera (www.3tera.com). "In short, cloud computing users want to avoid infrastructure. The provider is in complete control of the infrastructure."

Cloud computing comes in a couple of flavors. Amazon's S3 and SimpleDB (www.amazon.com), Nirvanix (www.nir vanix.com), Mosso (www.mosso.com), and Salesforce.com's Force.com are examples of cloud computing for developers. Carbonite (www.carbonite.com) and box.net are examples of cloud computing services.

Utility computing users, conversely, are seeking a service that allows them to deploy, manage, and scale online services using the provider's resources and pay for resources they consume. However, they want to be in control of the geographic location of the infrastructure and what runs on each server.

So which is better for what? According to Armijo, cloud computing works well as a consumer service such as SaaS, Web hosting, email, and offsite PC backup. On the developer side, it lends itself to Web design, content delivery, and building applications where scale, performance, and selection of infrastructure software aren't critical.

On the other hand, Armijo considers utility computing to be better when used to build scalable Web 2.0 services and search applications. It fits well where the developer needs to control geographic distribution, scalable compute resources, high bandwidth, and performance in order to manage the user experience. SMEs looking to offload some apps are also using utility computing because it provides them equivalent control over the apps as if the applications ran in their own computer rooms.

"Cloud computing is great and easy to use when performance and the selection infrastructure software isn't critical," says Armijo. "Utility computing users are control freaks; they like to know what they are running on [and] how it performs; they

The View From The Clouds

One cloud vendor is Nirvanix (www.nirvanix .com). It has built a global cluster of storage nodes referred to as SDN (Storage Delivery Network). SDN creates a global namespace transcending all the nodes. This enables Internet-enabled applications to scale instantly to meet demands for hosting and delivering large quantities of media files. Nirvanix SDN is delivered as a Web service. It operates as an alternative to services such as Amazon S3 (www.amazon.com).

A backup application called ElasticDrive (www.elasticdrive.com) is one example of a third-party product that takes advantage of this cloud-based service. It provides backup services to customers and is integrated over the cloud to SDN.

"In the future, companies will forego the building, management, and complexities involved in building their own infrastructure and focus on developing their businesses," says Jonathan Buckley, chief marketing officer at Nirvanix. "The box is dead' will be the moniker of 2008 as more services move to the cloud."

online tax service providers will require *tons* of IT resources; on April 16th, those same resources can be deployed to other applications. And if the cloud is big enough, you'll have the flexibility to achieve service levels with significantly lower investments and higher IT utilization."

Eitenbichler is not convinced there is a whole lot of difference between the two—at

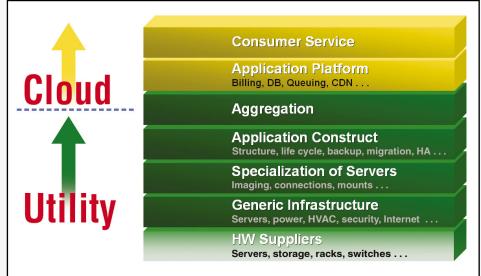
It Takes A Good Utility To Build A Cloud

Utility computing requires many layers:

- **1.** Someone has to build the hardware.
- 2. Someone has to put it all together and set up the data center environment.
- Then all the hardware has to be set up and work as a system with all the correct images, mounting for storage, and connections between elements.
- 4. Application constructs deal with the behavior of that system on a low level— structure, life cycles, backup, migrations, dealing with failure, and providing high availability.
- **5.** The Aggregation layer combines many of the previous steps and presents them as a

single service. This is important for creating geographically distributed systems and implementing proper metering for the use of all resources. Some utilities get into this level, but many do not. It takes from this level upward to establish a cloud.

- 6. The Application platform deals with a variety of programmable services, such as billing, online storage, database queuing, and providing content delivery networks—all kinds of services on top of the infrastructure that can be offered from the cloud.
- The consumer-facing level is where the actual Web services and applications are built.



Source: 3Tera

SMEs looking to offload some apps are using utility computing because it provides them equivalent control over the apps as if the applications ran in their own computer rooms.

want to tweak their system and be in full control of the resources they are using."

Different Look

HP offers a different perspective. Eitenbichler says utility computing refers to a business model, while cloud computing describes the underlying IT architecture.

"In terms of cloud computing, the industry thinks of a large, virtualized pool of IT resources that can be flexibly deployed to whatever application currently needs them," he says. "On April 15th, for instance, the

least from the customer perspective. "Because cloud computing sounds hip right now, there are a number of service providers who use this term for what is in reality a utility," Eitenbichler notes. "But it's irrelevant whether HP uses cloud computing or another IT architecture to deliver these services."

Rather than cloud vs. utility, then, he sees the argument as being utility/cloud computing vs. purchasing your own IT assets. In the end, the decision may well come down to how confident you feel about the service provider.

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Strong Passwords Are An IT Manager's Best Friend

How Long Should They Be & How Often Should You Change Them?

by Don Reisinger

IN THE UPHILL BATTLE against enterprise security threats, a variety of issues arise that have an enormous impact on both the internal and external factors affecting a company. And while some firms may choose to focus on areas that have a direct impact on the bottom line, they would be well advised to know that simpler things such as passwords are an extremely important element in a company's security.

The Importance Of Passwords

Toby Weir-Jones, vice president of BT Americas (www.btplc.com), a firm that specializes in IT consulting and security, says, "It's a common misperception that corporate attacks are all the result of cloakand-dagger subterfuge and esoteric technical skills. That stuff definitely happens, but the reality is that most compromises are the result of accidents and ignorance."

Unfortunately, that same ignorance is commonly found in an enterprise's use of corporate passwords. Weir-Jones notes, "If a company uses a bad password or the same password on a bunch of different systems, the time required to exploit a network is dramatically reduced."

Realizing this, David Mortman, CSO-inresidence at Echelon One (www.echelon one.net), an information security research firm, believes passwords should be changed and updated every 60 to 90 days, depending on the importance of the data being protected. Aside from that, Mortman points out that there are external factors influencing some companies, and "compliance requirements from HIPAA, GLBA, PCI, and others all mandate that passwords be changed regularly."

Sometimes, it's simply easier to require employees to create strong passwords and ensure that those people keep the same passwords for the life of their employment. Unfortunately, many companies believe that passwords an employee chooses will never be broken as long as parameters are set for the length and type of protection. But in reality, any company that employs this tactic is putting itself at a severe disadvantage if confronted with a malicious hacker.

Aside from the fact that many people use the same password for all logins both at home and in the office, employees are quite likely to write the password down or keep a hard copy somewhere at their desk if it's not as memorable as simpler passwords. Even worse, many employees will share those passwords with family and friends, which means more individuals may know the password than that single employee.

Complexity Matters

Because of that, Mike Murray, the director of Neohapsis Labs (www.neohap sis.com), believes passwords "should change on a regular schedule, and each should be unique from the last." He assumes that policies will be updated regularly and that passwords should be updated ad hoc.

Weir-Jones echoes that sentiment and says, "Employees usually don't like this policy, but companies must remember that it's not only a good idea but required by law in many places."

Once a company has established a policy that dictates when employees should change passwords, it's incumbent upon those companies to ensure that those passwords are as complex as possible.

"Systems with critical data/functionality should have correspondingly more secure authentication requirements. One solution is to use something other than traditional passwords, such as digital certificates."

- Echelon One's David Mortman

"If we could push a consistent eight-character length requirement, coupled with at least two non-alphanumerics and no common dictionary words or personal identifiers, that would be a huge step forward," Weir-Jones says. "There are still lots of people who use their dog's name, or their birthday, or the numbers from their street address. These are trivially simple to break."

Employee Access

Sometimes the complexity of passwords isn't enough to ensure a company's data and networks are being sufficiently guarded from both internal and external threats. In fact, one major concern of most companies is the security of authentication for those who are in roles that control and maintain the entire network.

The security of a network is dependent upon those people who are in charge of ensuring employees are doing all they can to safeguard the company. But who is watching the folks who watch the employees? Perhaps more risky, the people watching the employees are also watching over the entire system—including the network and all the data the company maintains. Realizing this, hackers quickly find that the best and easiest way to attack a company that has safeguarded its password requirements is to go after the IT managers.

Because of that, a number of firms have cropped up to consult companies on the best practices for maintaining the utmost in security for network administrators and the IT department.

Mortman says, "Systems with critical data/ functionality should have correspondingly more secure authentication requirements. One solution is to use something other than traditional passwords, such as digital certificates or another dual-factor authentication

On the other hand, Murray believes companies need only require IT staff to change their passwords more frequently and create more stringent rules to help prevent a hacker breaking into the network through that possible hole.

Additional Security Measures

"Data centers often use cryptographic tokens, like the ones from Secure Computing, in addition to the standard typed-in username and password fields we see every day," Weir-Jones notes. "We recommend that all our customers use modified twofactor authentication—a username, a strong

The Guide To Passwords

- · Keep it complex; dogs' names and birthdays are too easy to crack.
- Change passwords every 60 to 90 days.
- · Use digital certificates or multilayered logins to ensure greater safety.
- Use eight-character lengths featuring two non-alphanumerics and no common dictionary terms.

Expert Views On Security

Toby Weir-Jones, vice president of BT Americas (www.btplc.com): "A good attacker doesn't want to set off any alarms, so they try to be as unobtrusive as possible while disabling whatever security tools are in place. It's a catand-mouse game, and the bad guys always have the advantage of knowing exactly what they need to defeat, while the good guys try to stay ahead of the curve."

David Mortman, CSO-in-residence at Eche-Ion One (www.echelonone.net): "Miscreants aren't as a general rule trying to brute force passwords; they are instead exploiting weaknesses in applications or operating systems that get them around the authentication process completely. If they are stealing credentials, they are using tools like phishing and Trojans that steal the password as the user types it in."

Mike Murray, director of Neohapsis Labs (www.neohapsis.com): "I would argue that passwords are not the best protection mechanism for sensitive data; passwords should ultimately act as the last line of defense rather than the first one."

password, and a crypto token password—to address the notion of requiring something you know (username, password, PIN for the token) and something you have (the token itself)." He adds, "The next factor would be to add something you are, like a fingerprint or other biometric input, but those are difficult to implement over a remote login without spending beyond most customers' tolerance."

There's no one answer to providing the best password protection. But hopefully passwords will be a nightmare for hackers.

NETWORKING & VPN

March 14, 2008

Save Your Servers

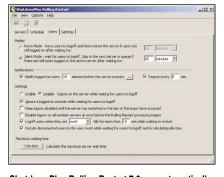
Automatically Restart With WM Software's ShutdownPlus Rolling Restart 7.0

A RESTART SCHEDULE is important with servers that run 24/7. Servers can become slower over time due to improper cleaning of registries and closing of user sessions. With users who stay logged on, you'll want to make sure they don't get locked out when the server reboots. ShutdownPlus Rolling Restart 7.0 from WM Software runs on all versions of Windows Server OSes and helps automatically log off users, close registries,

and shut down/restart servers without requiring IT staff to schedule server restarts

around users' time commitments.

ShutdownPlus Rolling Restart is designed to shut down terminal servers on a round-robin schedule through a hub-andspoke model, so one server is the master and the others are member servers. The



ShutdownPlus Rolling Restart 7.0 can automatically reboot servers without affecting users.

will receive a notification that their server will be restarted, and the master server can force log-offs immediately or after a defined time.

started, logons are re-

enabled, and the mas-

ter server moves on to

the next server. Users

The member server must wait until all users are logged off before restarting, and ShutdownPlus 7.0 features a Silent Mode to

skip servers and retry later if users are still master server selects a logged on. When logons are forced on a member server to restart, disables that server set to restart, the software's load balancing can automatically place the user on server's logons, and then restarts the servanother server. It's compatible with Citrix. er. Once the member server has been re-WM Software ShutdownPlus

Rolling Restart 7.0

Starts at \$245 per server license

Allows IT managers to control and automate standard terminal server restarts

(330) 558-0501

www.wmsoftware.com



Servers: Don't Forget Apple

Xserve Line Is Competitive With Mainstream Alternatives, But Is It Right For SMEs?

by Kurt Marko

THE MARKET FOR x86 SERVERS, like that for their desktop and notebook siblings, is intensely competitive. Because all three rely upon components that are virtual commodities—Intel (www.intel.com) or AMD (www.amd.com) processors, DDR memory, standard hard drives—differentiation between various products is often at the margins, and pricing for comparable systems generally falls within a few percentage points.

Given the filial similarities between the PC and low-end server markets, it's not surprising that the same vendors dominate each segment. According to Jeff Hewitt, research vice president at Gartner, Dell (www.dell.com) and HP (www.hp.com) each have about 25% market share, whether measured by unit shipments or revenue, for SMEs in the United States. It comes as no surprise then that Dell, Gateway (now part of Acer; www.gateway.com), HP, and IBM (www.ibm.com) dominated a recent survey of small, enterprise-class, industry-standard application servers by Info-Tech Research.

Rounding out the top-10 list were products from MPC (www.mpccorp.com)—and Apple (www.apple.com). Indeed, Apple has offered an x86 server, the Xserve, for about 18 months, although according to Hewitt, unless you're already a Mac user, you probably wouldn't know it. Yet Info-Tech finds the Xserve to be surprisingly competitive and cheaper than comparable configurations from the industry leaders when the cost of an OS (which is bundled by Apple) is factored in.

So should SMEs add Apple to their server shopping lists? Info-Tech thinks so; however, there are some caveats buyers need to consider before making the switch.

Basic Xserve Specs

The Xserve is only available in a 1U rackmount form factor. Its specs are virtually identical to the Mac Pro desktop tower, a coincidence that leads Hewitt to believe the two share a common design platform. The Xserve is available with one or two quad-core Xeon processors, eight memory slots, and three internal hot-swap drive bays. Like most other servers, it comes with rudimentary integrated graphics, dual Gigabit Ethernet ports, and a couple of PCI Express expansion slots (see the "Apple Xserve Specifications" sidebar for more information).

This hardware powers a server configuration of Mac OS X, which as a native 64-bit OS takes full advantage of all 32GB of memory in a loaded system. The PCI Express slots are designed to accommodate



The 1U Xserve from Apple (www.apple.com) makes a compact foundation for any compute infrastructure.

external storage I/O—either a Fibre Channel controller for SANs or RAID HBA for DAS. An embedded lights-out management processor is a nice touch for remote system administrators, allowing basic control of a crashed or hung system over an out-of-band Ethernet channel.

Aside from the workmanlike, if somewhat prosaic, hardware, the Xserve's bundled version of OS X 10.5 (Leopard) includes a full suite of file, print, directory, Web, mail, collaboration, and application services, all without the need for additional client-access licenses.

Typical Usage Scenarios

According to Info-Tech analyst Vince Londini, Apple specifically targets the Xserve to Mac-oriented enterprises and those that are looking for basic workgroup server applications such as file, print services, Web and mail services, Mac workgroup and desktop management, video

Should SMEs add Apple to their server shopping lists? Info-Tech thinks so; however, there are some caveats buyers need to consider before making the switch.

streaming, database applications, or high-performance computing.

Gartner's Hewitt feels that by narrowing configuration options and focusing on ease of use, Apple "is trying to make this a more appliance-like device," albeit at a cost of lost flexibility and expandability. Although he sees the Xserve as a perfectly serviceable product, he adds, "The challenge for Apple is really about the marketing and sales of the servers and how much they want to do in the server business." He sees the Xserve appealing to "those clients who really want Apple products and who have already made choices for their client applications" using Mac desktops and notebooks; however, he doesn't see Apple pursuing markets beyond its traditional vertical niches, such as graphics and media.

Issues For The SME

Echoing similar criticism of the Mac, William Terrill of Info-Tech says that the most significant issue to consider before choosing the Xserve is the limited availability of business applications. He says that OS X, while built upon the open BSD implementation of Unix, has been modified to the degree that it's essentially a proprietary OS, and while it's possible to port applications from other versions of Unix, it's not trivial. There are only about 350 to 400 native server applications available for OS X, according to Apple's Web site—a far cry from the thousands written for Windows Server or even Linux, a constraint Terrill says could be important should business needs change.

The limited number of native applications needn't be a deal breaker, however, because several virtualization products support OS X. Parallels (www.parallels.com), maker of the popular eponymous desktop virtualization product, now has a server version in beta test, as does Sun (formerly innotek; www.sun.com) with VirtualBox. While not specifically targeted for servers, VMware's Fusion (www.vmware.com) is another virtualization option. All three products support a wide variety of Windows and Linux servers as guest operating systems, although none has the ability to run OS X itself in a VM. Terrill feels that while virtualization may be an option for users with specific application requirements, it's not a capability that Apple particularly encourages.

Another caveat Terrill highlights is that OS X, while touted for its ease of use, still requires a different set of management and administrative skills than Windows; thus, if you don't already have Mac desktop experience, some additional IT training will be necessary. Finally, Terrill says that for very small organizations without a data center or

dedicated computer room, the fact that the Xserve is a rackmount system could make deployment a challenge.

Although, as Hewitt notes, the Mac Pro, Apple's high-end tower desktop, features essentially the same hardware, making it an option for businesses looking for a free-standing server.

Info-Tech's Londini says, "Apple continues to update the hardware and software for its Xserve rackmount server. For Apple Mac-centric businesses that want a robust and recognized basic workgroup server, the Xserve is worth consideration."

For companies already within the Microsoft ecosystem and primarily running Windows clients, there are sufficient x86 server choices from Dell, HP, and IBM, and Hewitt feels that Apple has "a bit of a hard sell" competing against these Windows and Linux servers.

Apple Xserve Specifications

Processor

 One 2.8GHz or two 2.8GHz or 3GHz quad-core Intel Xeon 5400 series processors

Memory

 Advanced 256-bit-wide memory architecture with four FB-DIMM (fully buffered DIMM) channels with ECC, supporting up to 32GB

I/O Connections

- Two open PCI Express 2.0 expansion slots: one 9.25-inch x16 PCI Express 2.0 slot and one half-length (6.6-inch) configurable slot (x8 PCI Express 2.0 or 133MHz PCI-X)
- Two independent 10/100/1000Base-T (Gigabit) RJ-45 Ethernet interfaces on the motherboard
- Built-in ATI Radeon X1300 PCI Express graphics board with 64MB of GDDR3 memory
- Two FireWire 800 ports on back panel;
 15W total power
- Two USB 2.0 ports (480Mbps each) on back panel and one USB 2.0 port on front panel

Storage

 Three internal drive bays with independent SATA and SAS channels, up to 3Gbps

SOURCE: APPLE DATA SHEET

STORAGE MARCH 14, 2008

Low-Cost Tiered Storage

3PAR Offers Nearline For Online For Consolidated Storage

FIBRE CHANNEL DRIVES are used for demanding online applications and are also quite expensive. Less-demanding nearline apps are relegated to cheaper enterprise-class SATA drives. 3PAR's Nearline for Online tiered storage platform enables administrators to use SATA drives for the more intensive online applications, saving company costs.

The technology that makes this possible includes 3PAR's purpose-built virtu-

alized storage platform, InServ Storage Server, which widely stripes data across all its enterprise-class SATA drives. The tiered storage array is built on a virtualized platform that supports a variety of tiers, including 146GB Fibre Channel, 400GB Fibre Channel, and 750GB enterprise-class SATA drives.

Another feature of the InServ Storage Server is Rapid RAID Rebuild. In the event of a drive failure, the server is designed to rapidly and accurately rebuild RAID protection with its parallel, virtualized design. Instead of rebuilding the entire drive, Rapid RAID Rebuild finds and restores only the lost data across a broad, distributed set of drives. The restored data is distributed across the drive array, which allows the system to function at a high level while returning to a fully protected state.

3PAR's server also features internal drive tiering, which allows administrators to configure drive capacity of both Fibre Channel and Nearline storage tiers. With 3PAR's Dynamic Optimization, administrators can also configure data service levels as needed across both storage tiers with a single command.

3PAR Nearline For Online

Starts at \$72,000 for a 12TB configuration

Leverages InServ tiered storage technology to enable administrators to assign intensive online applications to less-expensive enterpriseclass SATA drives, saving a company costs associated with more expensive Fibre Channel drives

(888) 372-7226 ext. 2

www.3par.com



SIX QUICK TIPS

Ensure Optimal Uptime

What You Need To Know About Testing **Your Data Center's Power Equipment**

by Christian Perry

IN ANY GIVEN data center, mountains of thought are poured into the equipment that populates it. Yet, regardless of how impressive that equipment is on its own, it nonetheless relies heavily on power to give it the ability to perform. After all, show us a server without power, and we'll show you a hunk of metal that's no more valuable than junkyard scrap.

Testing power equipment isn't a glamorous task, nor is it bound to impress anyone outside of the data center. In fact, you're likely to find resistance to testing because the tests themselves can require equipment downtime. But the value of the trade-off is undeniable because when you know your power is strong enough to handle even the heaviest of loads, you'll certainly appreciate the peace of mind that comes with that knowledge.

Bring On The Full Load

To ensure that power equipment within data centers can support the load they were designed for, Ashish Moondra, product manager for Avocent's (www.avocent .com) power management devices, recommends that companies perform full load tests on UPSes and generators prior to their deployment.

"These tests are carried out prior to the startup of the equipment to support the load," Moondra says. "Full load tests should be performed on batteries, also, to ensure design specifications. Such tests can be performed with the use of load banks."

There are various types of load banks, including resistive, reactive, and capacitive, and these devices are used to create an electrical load to simulate actual loads that power sources will handle in different situations. Moondra says that load banks should not only be able to support the full load capability of power equipment but

that the run time provided is in line with the

Testing of individual components simply does not compare to testing the entire data center infrastructure as a whole.

also the overload capability. Load bank testing services are available from both power equipment vendors and power specialists in the field.

It's In The Planning

According to Kevin McCalla, vice president of marketing for Liebert Services (614/825-1794; www.liebert.com), a division of Emerson Network Power, it's crucial to develop a comprehensive plan for the entire power system, not just raised-floor equipment. This plan should be based upon industry standards, such as NETA (InterNational Electrical Testing Association), and include regular, documented tests.

that voltage levels remain consistent. Visual inspection of monitoring lights is also done during the testing stages. Along with this test, Alger recommends performing a load bank test, an injection test (which injects electrical current through circuit breakers and records trip levels), circuit and labeling verification, and an EPO (emergency power off) system test before any servers or other devices are installed in the data center.

ter are monitored during testing to make sure

"Follow the diagram diligently, even if

you aren't seeing system gaps arise during

testing. Problems are potentially eliminated

or prevented because of testing. As equipment ages and the IT network evolves, new

system gaps will present themselves. Continued testing, even when it seems

unnecessary, enables you to be prepared

[with a] plan of action required to close the

system gaps and prevent problems from

There's no denying that the data center is

integral to nearly every aspect of an enter-

prise's business, so it's no surprise that

experts occasionally recommend compre-

hensive power tests. For example, in his

book "Build the Best Data Center Facility

for Your Business," Doug Alger recom-

mends completely cutting off utility power

to the data center to verify that the electrical

load in the room properly transfers to the

In this full power test, several randomly

chosen electrical receptacles in the data cen-

standby infrastructure and back again.

arising," McCalla explains.

Full Power Ahead

He notes that data center personnel won't necessarily be thrilled with conducting this slate of tests, which can take an entire day to complete. However, this type of testing is a necessity because testing of individual components simply does not compare to testing the entire data center infrastructure as a whole.

Location, Location, Location

Part of the power testing process involves more passive processes, such as monitoring, but the way monitoring is performed can have a significant effect on the ability of the data center to stay up and running. Although you can gauge how much electricity is entering your building by looking at the meter outside the building and inspecting your power bill, you'll nonetheless have no idea how much power is being used at the server level. To accomplish that, it's important to

Best Tip:

Regularly Test Batteries & Generators

There are multiple tests available to data center personnel, but Ashish Moondra, product manager for Avocent's (www.avocent.com) power management devices, says that battery and generator testing are by far the most important. Outages caused by UPS units are usually attributable to failing batteries, and during extended outages, only generators can provide continuous power to the data center.

Even in the presence of generators, battery health is important because generators take time to start up, and batteries are the only line of defense during that time, Moondra explains. "Battery testing should be performed in accordance to IEEE Standard 1188.2005," he says. Moondra also recommends that the generator battery be checked during generator tests because the top reason for a generator not starting is a bad starter battery.

Biggest Timesaver:

Avoid Mislabeling

According to Douglas Alger, author of "Build the Best Data Center Facility for Your Business," it's easy to transpose numbers or misplace labels on the hundreds or thousands of electrical circuits in a data center. To avoid accidental downtime, it's wise to use a simple power tester to determine whether power is active on a circuit, which can help to uncover labeling errors.

In this process, Alger explains that two people should be used, with one to plug in a device to the outlet and the other to turn the corresponding circuit breaker off and on again. This will not only help to recognize mislabeled circuits but also those that simply are not functioning correctly.

place power measurement tools at the point the server plugs in.

"Monitoring power at a PDU level, with user-settable thresholds and alerting via email or SNMP, provides awareness of potential problems before they occur," says Herman Chan, product management director for Raritan (www.raritan.com). "For example, a user might set a threshold to receive an alert when a PDU is nearing a critical state and a circuit breaker is about to trip, thereby causing all the IT equipment on that circuit to shut down. The alert allows data center managers to take corrective action such as balancing the IT equipment load or turning

BONUS TIPS

■ Timing is everything.

Ashish Moondra, product manager for Avocent's (www.avo cent.com) power management devices, says that in case of a power outage during a testing period, battery testing should be performed while the UPS is receiving generator power to ensure continuous power to loads. "Hence, it is very important to ensure that generator testing is performed prior to battery testing. As much as possible, all tests should be performed during after hours to ensure minimal disruption of business operations," he says.

■ Bear witness. If you're unsure about the correct procedures for performing an

end-to-end power test in your data center, consider hiring an outside provider to conduct one and then watch closely. In fact, author Douglas Alger advises providers to either have someone from the client company who is familiar with the data center's electrical system witness the test or even videotape the test.

Messaging & Telephony

March 21, 2008

Give Your Mail Server A Break

Proginet's CFI Attachment Manager Eliminates Need For Size & Other Limits



The CFI Attachment Manager's interface makes exchanging email attachments safe and efficient.

MOST ORGANIZATIONS impose limits on email attachment and mailbox sizes to keep attachments from bogging down the email server. This practice does not leave an audit trail, fails to address security concerns, and results in important attachments being blocked or lost.

Proginet's CFI (CyberFusion Integration Suite) Attachment Manager is a software-based email attachment manager that works as a Microsoft Outlook plug-in or through a standard Web browser to eliminate the need for attachment size restrictions and other limits. In short, Attachment Manager lets users send and receive emails attachments of any size. And it features an easy-to-use interface

that lets users exert greater control over their file transfers.

Proginet's offering creates logs and time stamps at every stage of the email's life cycle for compliance, e-discovery, and security purposes, and it automatically encrypts attachments for secure transfer. Administrators can monitor, control, and audit incoming and outgoing files. It supports archiving of attachments for up to an unlimited period of time and handles the resourceconsuming attachments, reducing downtime and shortening backup and restore times.

Attachment Manager can be used as a standalone product or as an expansion module for other Proginet CFI products.

Proginet's CFI **Attachment Manager**

Pricing is available on a software license or subscription basis, starting at \$5,000

Works as a plug-in or through a Web browser to help users and administrators better manage email attachments

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www.proginet.com



WHAT'S HAPPENING

Working With Data Media Source Pays Off

Get Paid To Destroy Data & Recycle Old Media

by Sandra Kay Miller

WHILE RECYCLING and reuse has been a growing trend overall in the data center, for San Jose, Calif.,-based Data Media Source, it's been the foundation of its business for more than 20 years. It is the largest purchaser of used media in the country and provides both onsite and remote guaranteed data destruction with a full audit trail.

The Tape Conundrum

Since the early days of mainframe computing, magnetic tape has been the predominant media for storing digital information. Whether it be for regular backups or the long-term storage of information, organizations can quickly amass hundreds, even thousands, of tapes full of data. Saddled with the physical management of magnetic tapes, when their useful life cycle comes to a close, the usual route of disposal has been the garbage.

In recent years, this method has fallen out of grace for two reasons. First, tape media is not biodegradable and is high on the list of items to reduce from the solid waste stream. Second, stored data in many of today's enterprises is subject to regulatory compliance with very specific laws about how private information must be handled. Rather than

risk fines or bad press for a data breach due to the improper disposal of storage tapes, organizations will hold on to the media or pay to have the tapes physically destroyed.

However, Data Media Source (800/252-9268; www.datamediasource.com) offers organizations with an excess of magnetic tapes an alternative to boxes of old tapes piled in the corner or the ecological faux pas of dumping them in the trash.

Clay Teramo, president and founder of the company, explains just how easy it is for organizations to recycle their old media. He says, "All we need them to do is interrupt what they normally do, which is throw away the tapes, and call us instead. Unfortunately, it's easier said than done."

Despite the push for recycling of IT equipment, Teramo says that Data Media Source is still challenged to obtain adequate supplies of obsolete media. "We can never get enough tape, and that is because people are unaware of our service. They are unaware that there is an alternative to shredding it or throwing it away."

Designed For Reuse

While many people erroneously believe that recycled media is broken down into individual components, such as with traditional recycling, Teramo says electronic storage media was designed to be used over and over. "Most media gets destroyed, which is unfortunate because it has a very, very useful long life, and most people only

use the tapes once or twice. These tapes are designed for thousands upon thousands of uses," says Teramo.

Although Teramo sees wasted money and resources piling up as small to midsized enterprises indefinitely store old media long after its useful life, he also points out that old media presents a significant security issue. "Believing that there is security in the keeping of old media, companies will keep tape long past the retention cycles for that particular data."

He advises that once storage media has outlived its usefulness, and the data is past its retention time, a simple telephone call is all it takes to have Data Media Source destroy the data and buy back the



media. "Unfortunately, data centers do one of two things: [They will] keep the tape forever, or they will have the tape destroyed, which involves landfill or incineration into the atmosphere," says Teramo.

Buy & Sell

Currently, Data Media Source offers more than 700 different categories, brands, and capacities of media in its inventory. These include DLT, SDLT, LTO, AIT, Super AIT, AME, SLR/MLR, 4mm, 8mm, 0.5-inch, Travan, QIC, DTF, cleaning tapes, optical disk cartridges, and 9-track open reel tapes.

An inventory of this scope serves organizations that have opted to maintain functioning legacy systems. For many data centers, the availability of discontinued media for legacy backup systems has extended their infrastructure's life cycles, resulting in a huge savings over time.

Data centers with boxes upon boxes of outdated and unused media provide a literal trove of products for Teramo and his team, who make thousands of purchases of used data media each year. "That's not just one tape per purchase but can be hundreds or

thousands of tapes per purchase," he notes. Organizations can opt to be paid directly or be credited toward the purchase of new media.

Data Media Source is used to handling massive quantities of tape and is experienced at efficient, secure destruction of data. "We buy more used tape and do more data destruction on tapes than anyone else," says Teramo.

Taking Care Of The Logistics

Data Media Source makes recycling unused media a painless process because it handles all the logistics and provides a written guarantee for the secure destruction of all data. "We perform full-length, full-surface erasing of the tape magnetically, and we guarantee full data destruction," says Teramo. "No one wants to have their data exposed and be accused of data breach. We're very sensitive to that."

Customers have two options when it comes to destroying data and recycling media. Data Media Source can work onsite and destroy the data while the customer audits the process. The other option is for the customer and Data Media Source to arrange for a truck to pick up the media at a pickup location where the customer loads the media and then seals and locks the load. At Data Media Source's facility, company employees remove the lock, providing a fully auditable chain of custody for the customer's protection. Teramo takes pride in ensuring that Data Media Source properly handles all media and fully destroys all data.

Over the years, Teramo says he has found that most data centers use tapes only for backup. "Most people write to them once, store them when they're done, and then have them destroyed, which is unfortunate," he notes. Even more frustrating to Teramo is that data centers pay to have outdated media destroyed. "We will pay them to destroy their data," he says. "After we come onsite, do all the work, [and] perform all the service, there is still residual value in their pockets."

THREE QUESTIONS

Custom-Developed Storage From ioStor

High-Capacity, High-Density, Low-Cost Backup Systems

by Julie Sartain

IOSTOR, headquartered in Hacienda Heights, Calif., offers seamless storage for software and/or hardware integration, plus turnkey solutions for the needs of high-performance data protection. The company offers a wide range of RAID-embedded desktop and rackmount disk array systems, such as the T5 IP Series and R6 U320 SCSI Series, that are designed to provide high-density, high-capacity, and lowcost D2D or D2D2T storage backup solutions.

In addition, ioStor (www.iostor.com) evaluates customers' current storage practices and provides a thorough diagnostic of their environment and then designs a reliable, customengineered data storage solution to ensure that its customers' IT environments are

equipped to match the organizations' goals. Billy Zou, manager at ioStor, gives some insight into what's going on at the company.

■ What are the biggest IT-related issues facing today's small to midsized enterprise?

According to Zou, one of the issues ioStor faces daily is the growing demand for affordable storage for email archives, database backups, and video-editing applications. "We see this problem in both the small to medium business sector and the departments/workgroup levels within the larger enterprise category. That's why we engineered the desktop compact, in addition to the rackmount storage solutions."

The next biggest issue is making it all so simple and user-friendly that anyone can step in and manage it, adds Zou. He says ioStor's network storage system is easy to use. It only takes a few minutes to install, and it can be managed, remotely, with just a few clicks. Whatever kind of connection is on your PC or Mac, you can simply plug and play with more speed and protection than ever before.

What should *Processor* readers know about your company's products?

"ioStor is a pioneer and leader in the 'midrange' storage solutions arena," says Zou. The desktop T4 is the smallest hardware RAID 5 embedded system on the market. The T4H model has an "H"-style handle to make it easier to carry for field agents, such as FBI and IRS personnel who travel with portable RAID storage to perform their

And the rackmount R6 is a complete backup appliance that includes six hard drives capable of housing 6TB of RAID 5 data, plus an additional device space for an offline archive tape device. "With expertise in system/enclosure design and advanced RAID, our R&D team listens to the marketing input collected from clients, then turns those ideas and requests into reality, which is why the R6 is so appealing. It's versatile, affordable, and scalable," says Zou.

■ What makes your company unique?

"ioStor is a customer-oriented, storage hardware developer and direct marketing company that focuses on what customers want, rather than pushing the 'one-size-fits-all' selling strategy like most of our competitors," says Zou. "We typically offer custom-developed storage systems like our R6, rather than commonly seen form factors such as the 2U8 and 3U16."

On top of the RAID expertise, ioStor has a dedicated group of talented mechanical engineers who are capable of making quick changes. In addition to their thorough innovations, which expand the products' features in terms of the enclosure system, they have enhanced the products' form factors for much more than just reliability and performance issues. And ioStor's online storage system Configurator is the most flexible and comprehensive in this group, letting customers configure the right system based on their needs. Customers can choose different form factors, different numbers of hard disks, different kinds of system settings (RAID levels), additional power supplies, offline backup devices, etc.

"One of our goals at ioStor," says Zou, "is to make the latest storage technology and features available to all businesses at an affordable price and to respond to our customers' needs as quickly and effectively as possible."



ASA COMPUTERS

(Experts on Customized Servers)

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1U Server - ASA1401I

- 1TB Storage Installed. Max-4TB.
- Dual-Core Intel(r) Xeon(r) Processor 5030,
- 1GB 667MHz FBDIMMs Installed.
- Supports 16GB FBDIMM.
- 4 Port SATA-II RAID Controller.
- 4x250GB hotswap SATA-II Drives Installed.
- 2x10/100/1000 LAN onboard.

2U Server - ASA2121I

- 3TB Storage Installed. Max-12TB.
- Dual-Core Intel(r) Xeon(r) Processor 5030,
- 1GB 667MHz FBDIMMs Installed.
- Supports 16GB FBDIMM.
- 12x250GB hotswap SATA-II Drives Installed
- 12 Port SATA-II RAID Controller.
- 2x10/100/1000 LAN onboard / 500W Red PS.



3U Server - ASA3161I

- 4TB Storage Installed. Max-16TB.
- Dual-Core Intel(r) Xeon(r) Processor 5030
- 1GB 667MHz FBDIMMs Installed.
- Supports 16GB FBDIMM.
- 16 Port SATA-II RAID Controller.
- 16x250GB hotswap SATA-II Drives Installed.
- 2x10/100/1000 LAN onboard./ 800W Red PS.

5U Server - ASA5241I

- 6TB Storage Installed. Max-24TB.
- Dual-Core Intel(r) Xeon(r) Processor 5030,
- 1GB 667MHz FBDIMMs Installed.
- Supports 16GB FBDIMM.
- 24x250GB hotswap SATA-II Drives Installed.
- 24 Port SATA-II RAID. CARD/BBU (optional).
- 2x10/100/1000 LAN onboard / 930W Red PS.

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8U Server - ASA8421I

- 10TB Storage Installed. Max-40TB.
- Dual-Core Intel(r) Xeon(r) Processor 5030,
- 1GB 667MHz FBDIMMs.
- Supports 32GB FBDIMM.
- 40x250GB hotswap SATA-II Drives Installed.
- 2x12 Port SATA-II Multilane RAID Controller.
- 1x16 Port SATA-II Multilane RAID Controller.
- 2x10/100/1000 LAN onboard.- 1300W Red PS

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SECURITY March 21, 2008

Track Your Sensitive Data

Discover Ways To Strengthen The Protection Of Confidential Information



KNOWING THE WEAK POINTS of your organization's security plan is crucial in order to strengthen existing policies and procedures. Reconnex's Data Loss Profiler will not only identify weak points, but it will also track the confidential and sensitive data leaving

the network and note where it's going. Data Loss Profiler will catalog and categorize all of the sensitive material leaving the network, even if the content has not been previously protected. This is beneficial because some DLP (data loss prevention) solutions will rely solely on policies that currently exist, missing critical content. Thus, Data Loss Profiler ensures a thorough search of content for a more secure solution. Data Profiler can also detect data loss patterns from network interaction. It learns the

patterns, so you won't have to know about sensitive information in advance.

> Because Data Loss Profiler catalogs and categorizes the comings and goings of all sensitive information, users can query the index to find out

where the information is coming from and who it's going to. With this information, organizations can strengthen their policies and procedures as necessary to avoid the loss of critical content. Organizations can also use the information for investigations into critical and sensitive data loss.

Data Loss Profiler was designed to work with Reconnex DLP solutions. Because of its learning capabilities, however, it can also enhance legacy DLP products that do not utilize network traffic to discover weaknesses, strengthening policies and procedures associated with data loss.

Reconnex Data Loss Profiler

Helps organizations determine where sensitive information is going and where it came from to create better, more secure policies and procedures

www.reconnex.net



NETWORKING & VPN March 14, 2008

Know Your Equipment

Aperture VISTA Data Capture Handheld Simplifies Asset Tracking

CAPTURING DATA ON equipment configuration and physical resources is no small task. That's why Aperture created VISTA Data Capture Handheld for use with its data center management system, Aperture VISTA. This handheld and software makes it possible for data center administrators to cost-effectively, accurately, and predictably collect detailed information about the equipment and resources in the data center.

Tracking details about the equipment an organization owns, where it is located, and what it is connected to is difficult. Traditionally, companies would send staff into the data center to record this information on

paper and re-enter it into the computer later. This process is error-prone and time-consuming. The VISTA Data Capture Handheld helps to eliminate those data entry errors and gives organizations the ability to easily collect the data they need and upload it into Aperture VISTA.

The Aperture VISTA Data Capture Handheld includes the VISTA Data Capture Application



installed on a Windows Mobile device. Using this combination of hardware and software, organizations can allow Aperture Certified Partners to collect data in their data centers for uploading into Aperture VISTA, or a company can capture data itself using training and certification from Aperture. Regardless of the method of collection, Aperture's Data Ser-

vices organization performs final validation.

While capturing data, the handheld can read existing barcode asset tags or can help with the configuration of new ones. To increase accuracy, the handheld uses Aperture's reference library of vendor equipment to validate data as it is entered; collision checking ensures that floor-placed devices don't overlap each other.

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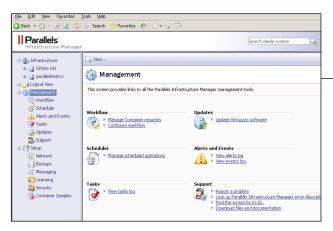
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physical hardware node without reducing performance. With Parallels Virtuozzo Containers 4.0's granular resource controls, you can make real-time adjustments to hardware resources. Version 4.0 improves the

Virtuozzo file system to more effectively use hard drive resources.

Another advantage is the ability to deploy patches and upgrades to all containers and across servers and reduce management time with OS sprawl. To drive uptime, it includes support for high-availability configurations, including clustering in Windows Server 2003 and Red Hat Enterprise Linux, as well as Microsoft Network Load Balancing. The software supports real-time backup from Linux and Windows and features a complete and automated backup scheduler.

Parallels Virtuozzo features a Transporter tool to let you select and migrate resources from a physical or Virtual Machine Monitor server to a container. 4.0 introduces the Parallels Infrastructure Manager, which lets IT admins manage the infrastructure via dashboards.

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LANDESK MANAGEMENT SUITE from Avocent puts all IT management tasks into one console. This saves IT a great deal of time when managing security, compliance, and various other system management tasks. The Management Suite also enables automation of certain tasks.

The software can be used to manage multiple locations and is designed for easy migration, simplifying the transfer of users and their profiles to new operating systems. It works across heterogeneous networks and can be used anywhere at any time, enabling users to work with every device in a complex network. In general, the software suite is designed for easy security and management of networks in an enterprise environment.

LANDesk Management Suite v8.8 adds to the foundation already established by earlier versions of the software suite. Setup and some regular tasks are now wizard-based for greater ease of use. With version 8.8, LANDesk users can now remotely manage devices, including Windows Vista machines, from a Mac console.

Software license monitoring and distribution has improved: Managers now have custom access to software packages according to group. Software is automatically installed and removed based on manager-preset access permissions. Extensive platform support lets IT managers keep track of the variety of devices that populate a complex network environment.

Other features of LANDesk Management Suite 8.8 include Intel vPro support, a local scheduler, more than 100 provisioning templates for optimal hardware configurations, and robust alerts.

NETWORKING & VPN

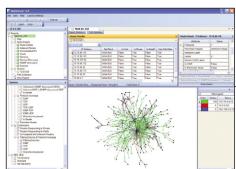
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Network Balancing Act

IPsonar 4.0 Weighs Change With Security, Availability & Compliance



With the release of Lumeta's IPsonar 4.0, IT managers will be able to weigh network change against risk management and compliance requirements to have a clear sight into network

connectivity and behavior.

IPsonar 4.0 is designed so IT can find critical network information for managed and unman-aged assets. This is available through both visual representations and mapping the connectivity between the assets. Simplicity, with the ability to scale large enterprises, boosts network environment understanding and network assurance.

The LNI (Lumeta Network Index) has been incorporated into IPsonar 4.0 to make an executive scorecard showing network risk, so IT can understand network risk and which factors play a role. The API feature has been opened to allow risk management and IT management life cycle solutions to incorporate with each other to use the discovery capabilities through existing risk management and network management tools.

The IPsonar MapViewer interface gives users a direct connection to IPsonar reports while allowing them to evaluate reports simultaneously. SMEs will be able to map network devices and information flows quickly and precisely.

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Helps organizations weigh network change against risk management and compliance requirements, providing a clear picture of network connectivity and behavior

March 21, 2008

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and mapped connectivity between the assets help IT find critical network information for managed and unmanaged assets.

Visual representations

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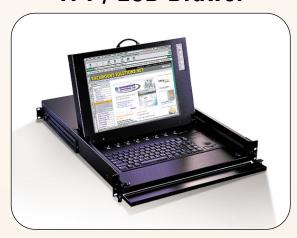
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